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1918-19

Aardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, OCTOBER 25, 1918

Subscription \$2.
Vol. XLVI, No. 1

DUDLEY LUMBER CO.

INCORPORATED

MEMPHIS

NEW ORLEANS

White Ash Specialists

SPECIAL

	Feet
5/4" 1s & 2s, 6-9", all 8/10'.....	42,000
6/4" No. 1 Com., 10" up, 8/16'....	45,000
8/4" Strips, 2 1/2—5 1/2".....	15,000
6/4" Strips, 2 1/2—5 1/2".....	16,000
5/4" Strips, 2 1/2—5 1/2".....	15,000
4/4" No. 1 Com., 10" up.....	12,000
4/4" No. 1 Com., 6" up.....	14,000
8/4" No. 1 Com., 6" up.....	150,000
8/4" No. 2 Common.....	43,000

AEROPLANE

6/4" to 6/14", 12/16'.....	18,500
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REGULAR

4/4" x 6-9" 1s & 2s, 8/16'.....	21,000
5/4" x 6-9" 1s & 2s, 8/16'.....	25,000
6/4" x 6-9" 1s & 2s, 8/16'.....	20,000
8/4" x 6-9" 1s & 2s, 8/16'.....	52,500
10/4" x 6" Up 1s & 2s, 8/16'.....	9,000
12/4" x 6" Up 1s & 2s, 8/16'.....	120,000

14/4" x 6" Up 1s & 2s, 8/16'.....	1,000
16/4" x 6" Up 1s & 2s, 8/16'.....	48,000
20/4" x 6" Up 1s & 2s, 8/16'.....	15,600
4/4" x 10" & Up 1s & 2s, 8/16'....	17,500
4/4" x 12" & Up 1s & 2s, 8/16'....	13,500
5/4" x 10" & Up 1s & 2s, 8/16'....	1,500
6/4" x 10" & Up 1s & 2s, 8/16'....	30,000
6/4" x 12" & Up 1s & 2s, 8/16'....	9,000
6/4" x 12" & Up Sel., 8/16'.....	6,000
8/4" x 10" & Up 1s & 2s, 8/16'....	42,000
8/4" x 12" & Up 1s & 2s, 8/16'....	11,000
12/4" x 12" & Up 1s & 2s, 8/16'....	22,500
16/4" x 12" & Up 1s & 2s, 8/16'....	5,000
4/4" No. 1 Common.....	18,700
5/4" No. 1 Common.....	36,000
6/4" No. 1 Common.....	42,000
8/4" No. 1 Common.....	115,500
10/4" No. 1 Common.....	89,000
12/4" No. 1 Common.....	44,500
16/4" No. 1 Common.....	1,000
8/4" 6" Up No. 1 Common, 18/20'..	10,500
8/4" 3" Up No. 1 Common, 18/20'..	8,500

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

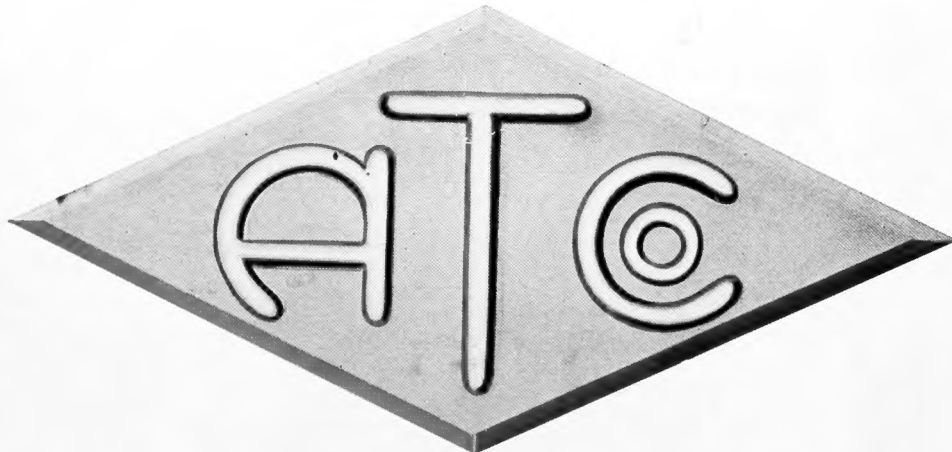
Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS
Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods

Cadillac Quality

- 134 M 4/4 Basswood Selects
- 66 M 4/4 Basswood, No. 1 Common
- 43 M 4/4 Basswood, No. 2 Common
- 79 M 4/4 Basswood, No. 3 Common
- 78 M 4/4 Gray Elm, No. 1 Common & Better
- 60 M 6/4 Gray Elm, No. 2 Common & Better
- 100 M 8/4 Gray Elm, No. 2 Common & Better
- 46 M 12/4 Gray Elm, high grade
- 32 M 5/4 Maple, Step
- 75 M 5/4 Maple, high grade
- 92 M 6/4 Maple, high grade
- 95 M 8/4 Maple, high grade

Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

- We have dry—
- 4/4 Basswood, Birch, Gray Elm, Birdseye Maple, Soft Maple and Beech
 - 5/4 Beech
 - 6/4 Beech and Gray Elm
 - 8/4 Gray Elm

In addition to above we are now sawing—

- 5/8 Beech
- 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 Hard Maple

Some grades and widths are piled separately to better meet the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴

Hardwood Lumber

- | | |
|----------------------------------|--------------------------------------|
| 300,000' No. 2 Com. & Btr., 4/4" | 50,000' No. 2 Com. & Btr., 4/4" |
| 75,000' No. 2 Com. & Btr., 6/4" | 50,000' 1sts & 2nds, 4/4" to 16/4" |
| 300,000' No. 2 Com. & Btr., 4/4" | 14,000' 1sts & 2nds, 4/4", end dried |
| 60,000' No. 1 Com. & Btr., 10/4" | 125,000' Merchantable 4/4" |
| 15,000' No. 1 Com. & Btr., 12/4" | ASH |
| 300,000' No. 2 Com. & Btr., 4/4" | 15,000' No. 2 Com. & Btr., 4/4" |
| 17,000' No. 2 Com. & Btr., 4/4" | |

Write for Prices

W. D. Young & Co.

BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

- 39 M ft. 1 1/16 x 2" No. 1 Maple Flooring
- 32 M ft. 1 1/16 x 2" Clear Maple Flooring
- 90 M ft. 1 1/16 x 4" Prime Maple Flooring
- 45 M ft. 13/16 x 4" Prime Maple Flooring
- 150 M ft. 5/4 No. 3 Common Basswood
- 50 M ft. 8/4 No. 2 Common & Better Beech
- 100 M ft. 5/4 No. 3 Common Beech
- 200 M ft. 6/4 No. 2 Common & Better Elm
- 100 M ft. 8/4 No. 2 Common & Better Elm
- 65 M ft. 10/4 No. 1 Common & Better Elm
- 75 M ft. 12/4 No. 1 Common & Better Elm
- 100 M ft. 6/4 No. 3 Common Elm
- 40 M ft. 8/4 No. 3 Common Elm
- 100 M ft. 12/4 No. 3 Maple
- 25 M ft. 4/4 No. 3 Com. & Better Red and White Oak
- 10 M ft. 8/4 No. 1 Common & Better White Oak
- 5 M ft. 10/4 No. 1 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City Michigan

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash and Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 18,000,000 to 20,000,000
feet of hardwoods carried at all
times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber,
Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm,
Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut,
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
2" to 4" No. 1 Common and Better Elm
2", 2½", 3" and 4" No. 1 Common and Better White Ash
2½" and 3" No. 1 Common and Better Plain Oak
Hardwoods & Red Cedar
Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

**Standard Hardwood
Lumber Co.**
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard
LOUISVILLE, KY.

Allport, Ark. Furth, Ark. Geridge, Ark.	Eight Band Mills	Fayette, Ala. Guin, Ala. Brasfield, Ark.
WHITE OAK		
31,000' 5/8" FAS. Qtd.	100,000' 5/4" No. 1 Com.	
75,000' 4/4" FAS. Qtd.	117,000' 6/4" No. 1 Com.	
250,000' 4/4" 2 1/2 to 5 1/2" in clear strips, sap and select	200,000' 4/4" No. 2 Com.	
230,000' 4/4" No. 1 Com.	PLAIN RED OAK	
RED OAK		
60,000' 4/4" No. 1 Com., Qtd.	100,000' 4/4" FAS	
40,000' 5/4" No. 1 Com., Qtd.	220,000' 4/4" No. 1 Com.	
50,000' 4/4" 2 1/2 to 5 1/2" clear strips	210,000' 4/4" No. 2 Com.	
PLAIN WHITE OAK		
260,000' 4/4" FAS	194,000' 6/4" No. 1 Com.	
40,000' 5/4" FAS	QUARTERED RED GUM	
110,000' 10/4" Com. & Btr.	200,000' 4/4" FAS	
87,000' 12/4" Com. & Btr.	100,000' 5/4" FAS	
100,000' 3/4" Clear Strips, 2 1/2 to 5 1/2"	150,000' 6/4" FAS	
80,000' 4/4" No. 1 Com.	175,000' 8/4" FAS	
	600,000' 4/4" No. 1 Com.	

Wood Mosaic Co.,

Main Office, New Albany, Ind.

Band Mills: New Albany, Ind.	Highland Park, Ky.
POPLAR	ASH
21,000' 5/8" FAS	20,500' 5/4" FAS
105,000' 4/4" FAS, sap no defect	10,800' 6/4" No. 1 C. & Btr
11,000' 5/4" FAS, sap no defect	11,200' 8/4" No. 1 C. & Btr
15,000' 6/4" FAS, sap no defect	10,600' 10/4" No. 1 C. & Btr
32,000' 8/4" FAS, sap no defect	18,000' 12/4" No. 1 C. & Btr
	31,500' 4/4" No. 1 Com.
	12,000' 4/4" No. 2 Com.
	12,300' 5/4" No. 2 Com.
	ELM
20,000' 5/8" Saps and Sel.	3,000' 4/4" Com. & Btr.
7,000' 3/4" Saps and Sel.	8,000' 8/4" Com. & Btr.
30,000' 4/4" Saps and Sel.	12,000' 12/4" Com. & Btr.
24,000' 5/8" No. 1 Com.	GUM
68,400' 4/4" No. 1 Com.	35,000' 4/4" Log Run
12,000' 6/4" No. 1 Com.	PLAIN SYCAMORE
18,000' 8/4" No. 1 Com.	18,000' 8/4"x12" Com. & Btr
25,000' 4/4" No. 2A Com.	QUARTERED SYCAMORE
18,900' 5/4" No. 2 Com.	14,800' 4/4" Com. & Btr.
27,400' 6/4" No. 2 Com.	HICKORY
56,700' 8/4" No. 2 Com.	13,000' 6/4" Com. & Btr.
	18,000' 10/4" Com. & Btr.

Norman Lumber Company

LOUISVILLE, KY.

We specialize in POPLAR

5-4 Is and 2s, sap, no defect, 30,000 ft.	8-4 No. 1 Com., 15,000 ft.
5-4 Is and 2s, sap, no defect, 12 in. & up wide, 15,000 ft.	10-4 No. 1 Com., 12,000 ft.
5-8 Is and 2s, sap, no defect, 25,000 ft.	5-8 No. 1 Com., 40,000 ft.
4-4 No. 1 Com., 100,000 ft.	12-4 No. 1 Com., 12,000 ft.
6-4 No. 1 Com., 25,000 ft.	4-4 No. 2 A, 50,000 ft.
	5-4 No. 2 A, 15,000 ft.
	6-4 No. 2 A, 15,000 ft.
	8-4 No. 2, 20,000 ft.

LET US HAVE YOUR INQUIRIES

Write or wire for prices

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash Walnut and Hickory

We have a very complete
stock of Ash and are pre-
pared to make special grades
for Automobile, Aeroplane,
and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willett Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK	MISCELLANEOUS
4-4" Is and 2s, 3 cars	5-4 No. 1 Com. and No. 1 Shop Cypress, Rough, 1 car
4-4 No. 1 Com., 50 cars	4-4 No. 1 Shop Cypress, 1 car
4-4 No. 2 Com., 6 cars	4-4 No. 3 Com. Gum, rough, 1 car
5-4 No. 1 Com., 5 cars	3-4 No. 1 Com. Oak and Is and 2s, 1 car
4-4 Sound Wormy, 1 car	5-8 No. 2 Com. Poplar, 1 car
PLAIN RED OAK	4-4 Nos. 2 & 3 Poplar, 3 cars
4-4 Is and 2s, 1 car	5-4 No. 1 & Btr. Chestnut 1 car
4-4 No. 1 Com., 2 cars	
4-4 No. 2 Com., 2 cars	
QUARTERED WHITE OAK	
4-4 Is and 2s, 1 car, aver. 8'	
4-4 No. 3 Com., 8 cars	
4-4 C. & B., 2 to 4 in., 3 cars	

DIMENSION STOCK Mahogany and Walnut

Aside from our production of lumber and veneers—
We are manufacturing kiln-dried mahogany and walnut
dimension stock at the rate of 2,000,000 feet annually,
and this department has been steadily growing since
1902. We think that these simple facts make detailed
argument unnecessary—as to our prices, quality of our
stock, and promptness of service.

However, we have ready for mailing a circular which
explains in detail how and why you can save time,
money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize
what an expensive luxury your waste pile is, send us
your cutting bills, as you would give them to your
stock-cutters. We will quote a specific price for each
style you manufacture.

C. C. Mengel & Brother Co.

Double Band Mill For Sale Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. Wildell, W. Va.
Hertford, N. C. Mill Creek, W. Va.

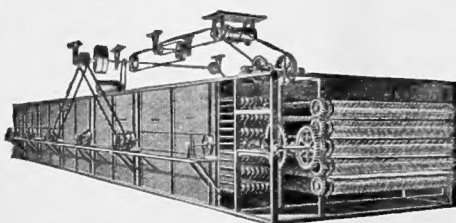
Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co. SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 5)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 31)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer
Ft. Wayne, Ind.

(*See page 46)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

(*See page 11)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page —)
We have a fine stock of 4/4 No. 1 Com. Plain White
Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

(*See page 13)
We carry a complete stock of plain and quartered
Red and White Oak in all specifications. Our facilities
for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR CO. Manufacturer
Memphis, Tenn. MISSOURI

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and
Veneers
Greencastle, Ind.

(*See page 46)
We have to offer at present 1 car 4/4 FAS Quartered
White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red
Oak
SWAIN-ROACH LUMBER CO.
Manufacturer
Seymour, INDIANA

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 45)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White
Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia
Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee
Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Alton Lumber Company
Manufacturers
FOR GOVERNMENT USE—BEST QUALITY
WHITE OAK
Buckhannon West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak
and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 11)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, IND. Band Mill: JACKSON, TENN
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered
Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY.
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern
band mills.
THISTLETHWAITE LUMBER COMPANY.
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park
Place, Ark. Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer
Blissville, ARKANSAS

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber
TENNESSEE

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

A & B—
If you want Sound, Soft Textured White & Red Oak,
both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

The Band Mill, Planing Mill and Dry Kiln
of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded
in cars
CLAY LUMBER COMPANY.
Manufacturer,
Middle Fork, W. VA.

(*See page 15)
All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer
SHREVEPORT, LA.

For 25 years we have made Oak and still specialize
in this, the best of American hardwoods. Our prices,
grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Sherrill Hardwood Lumber Co.
Manufacturer Band Sawn Southern Hardwoods
Merryville Louisiana

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in
West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Hominy Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 47)
Kentucky Soft Texture White Oak, Red Oak and
Poplar. High-class, sound, square edged White Oak
Timbers 10x16 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

TRY KNOXVILLE TENNESSEE

You can logically do so because you must ultimately depend more and more on this region for your hardwoods.

No higher type of timber can grow than that abounding in eastern Tennessee. It is found on a soil and in an environment which put quality in the trees generations ago. It is our task merely to see that this quality is utilized to the utmost in making the boards you buy. The best of equipment and highly trained organizations working in one place for years at a stretch make that task easy.

Then too you can be sure of getting the best possible service—always.

Ask about it from any of the following:

The Vestal Lumber & Mfg. Co., Knoxville, Tenn., & Fonde, Ky.
The J. M. Logan Lumber Company, Knoxville, Tenn.

OAK, POPLAR, MAPLE

Walnut, Chestnut, Hickory, Cedar, Ash, Basswood, Beech

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Hackberry Lumber

(Continued from Last Issue)

Hackberry lumber is not often mentioned in business transactions, because it usually passes as elm, and nobody knows the difference unless a close examination is made. The color of hackberry may be a little whiter than elm and perhaps the growth rings are somewhat more distinct.

Some mills keep hackberry separate from other lumber, and the total so separated amounts to four or five hundred thousand feet a year, but that must be much below the entire production. This cut is reported from Illinois, Missouri, Indiana, Arkansas, and Louisiana.

Factories which convert hackberry into finished products report the use of 1,128,000 feet a year in the United States, and it goes into the following commodities: Sash, doors, blinds, and millwork, 441,000 feet; boxes and crates, 315,000; agricultural implements, 150,000; vehicles, 100,000; furniture, 70,000; saddles, 70,000; office fixtures, 6,000.

The uses here designated for hackberry lumber afford a guide for manufacturers who are looking for markets. Where strength is not of first importance, it ought to be suitable as a substitute for white elm. The modulus of rupture of hackberry is 12,300 pounds to the inch; white elm 14,600; and cork or rock elm 16,500. Though not so strong as the elms, hackberry is a fairly strong wood, rating about like southern loblolly and northern red pine. Sugarberry is some eight per cent stronger than hackberry.

(To be continued)



MEMPHIS



PLAIN RED OAK
 121,000' 5 1/4" FAS
 107,000' 6 1/4" FAS
 42,935' 8 1/4" FAS
 18,630' 10 1/4" Com. & Btr.
 124,000' 12 1/4" Com. & Btr.
 65,000' 5 1/4" No. 1 Com.
 235,000' 6 1/4" No. 1 Com.
 14,000' 8 1/4" No. 1 Com.

PLAIN WHITE OAK
 11,000' 5 1/4" FAS
 11,000' 6 1/4" FAS
 114,000' 6 1/4" No. 1 Com.
 127,000' 8 1/4" No. 1 Com.
 8,000' 10 1/4" No. 1 Com.
 17,000' 12 1/4" No. 1 Com.

QUARTERED WHITE OAK
 46,000' 1x8" to 9" FAS
 75,000' 4 1/4" No. 1 Com.
 6,540' 5 1/4" No. 1 Com.
 62,000' 6 1/4" No. 1 Com.

PLAIN RED GUM
 47,000' 4 1/4" FAS
 89,000' 5 1/4" FAS
 158,000' 6 1/4" FAS
 205,000' 4 1/4" No. 1 Com.
 165,000' 5 1/4" No. 1 Com.
 187,000' 6 1/4" No. 1 Com.
 10,000' 8 1/4" No. 1 Com.

QUARTERED RED GUM
 78,000' 6 1/4" FAS
 36,000' 8 1/4" FAS
 121,000' 6 1/4" No. 1 Com.
 116,000' 8 1/4" No. 1 Com.

PLAIN SAP GUM
 85,000' 5 1/4" FAS
 350,000' 6 1/4" FAS
 152,000' 8 1/4" FAS
 91,000' 5 1/4" No. 1 Com.
 169,000' 6 1/4" No. 1 Com.
 167,000' 8 1/4" No. 1 Com.

QUARTERED RED GUM
 4 1/4" Common and Better
 5 1/4" Common and Better
 6 1/4" Common and Better
 8 1/4" Common and Better
 10 1/4" Common and Better
 12 1/4" Common and Better

PLAIN RED GUM
 4 1/4" to 6 1/4" Common and Better

QUARTERED UNSELECTED GUM
 4 1/4" to 12 1/4" Common and Better

PLAIN SAP GUM
 4 1/4" Common and Better
 5 1/4" Common and Better
 6 1/4" Common and Better
 4 1/4" to 8 1/4" No. 2 Common

QUARTERED WHITE OAK
 4 1/4" Common and Better
 6 1/4" Common and Better
 8 1/4" Common and Better

QUARTERED RED OAK
 4 1/4" to 6 1/4" Common and Better

PLAIN OAK
 4 1/4" to 16 1/4" Common and Better

ELM
 6 1/4" to 12 1/4" Log Run

ASH
 5 1/4" Common and Better
 6 1/4" Common and Better
 8 1/4" FAS

CYPRESS
 4 1/4" to 8 1/4" Log Run

COTTONWOOD
 4 1/4" Log Run

TUPELO
 4 1/4" Log Run

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14" and 16" lengths. Write or wire for prices.

SAP GUM
 200,000' 5/8" No. 1 Com. & Btr.
 45,000' 4 1/4" Box Bds., 13 to 17"
 60,000' 4 1/4" Box Bds., 9 to 12"
 90,000' 4 1/4" 1&2, 13 to 17"
 150,000' 4 1/4" 1&2, 6 to 12"
 150,000' 4 1/4" No. 1 Com.
 250,000' 4 1/4" No. 2 Com.
 250,000' 5 1/4" No. 2 Com.

QUARTERED SAP GUM
 200,000' 8 1/4" No. 1 Com. & Btr.

PLAIN RED GUM
 100,000' 5 1/8" No. 1 Com.
 75,000' 4 1/4" 1&2
 30,000' 5 1/4" No. 1 Com.
 15,000' 8 1/4" No. 1 Com. & Btr.

QUARTERED RED GUM
 150,000' 4 1/4" No. 1 Com. & Btr.
 30,000' 5 1/4" No. 1 Com. & Btr.
 15,000' 6 1/4" No. 1 Com. & Btr.

75,000' 3/4" No. 1 Com. & Btr.

SOFT MAPLE
 40,000' 8 1/4" Log Run
 30,000' 10 1/4" No. 1 Com. & Btr.

PLAIN RED OAK
 15,000' 4 1/4" 1&2
 50,000' 5 1/4" 1&2
 50,000' 5 1/4" No. 1 Com.
 30,000' 6 1/4" No. 1 Com.
 30,000' 4 1/4" No. 2 Com.
 45,000' 6 1/4" No. 1 Com.
 45,000' 10 1/4" No. 1 Com. & Btr.

PLAIN WHITE OAK
 75,000' 4 1/4" No. 1 Com. & Btr.
 30,000' 6 1/4" No. 1 Com. & Btr.
 15,000' 8 1/4" No. 1 Com. & Btr.

SOFT ELM
 75,000' 6 1/4" Log Run
 45,000' 12 1/4" Log Run
 50,000' 10 1/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
 Band Mills: Madison, Ark., Wisner, La.

This Stock Is Dry and Runs in Regular Widths and Lengths

ASH
 50,000' 4 1/4" No. 1 Com. & Btr.
 230,000' 5 1/4" No. 1 Com. & Btr.
 3,000' 10 1/4" No. 1 Com. & Btr.
 9,000' 12 1/4" No. 1 Com. & Btr.
 75,000' 4 1/4" No. 2 Com.
 60,000' 4 1/4" No. 3 Com.

MAPLE
 30,000' 12 1/4" Log Run
 10,000' 8 1/4" Log Run

PLAIN RED GUM
 15,000' 4 1/4" FAS
 350,000' 4 1/4" No. 1 Com.
 35,000' 5 1/4" No. 1 Com.

QUARTERED RED GUM
 40,000' 4 1/4" No. 1 Com.

CYPRESS
 40,000' 4 1/4" Log Run
 6,000' 5 1/4" Log Run
 3,000' 6 1/4" Log Run
 9,000' 8 1/4" Log Run

HONEY LOCUST
 10,000' 4 1/4" Log Run

SAP GUM
 20,000' 4 1/4" No. 1 Com.
 66,000' 4 1/4" No. 1 Com.
 214,000' 4 1/4" No. 2 Com.
 100,000' 4 1/4" No. 3 Com.
 30,000' 4 1/4" Box Boards, 8 to 12"
 40,000' 5 1/4" Box Boards, 13 to 17"
 18,000' 5 1/4" FAS
 105,000' 5 1/4" No. 1 Com.
 10,000' 6 1/4" FAS
 15,000' 6 1/4" No. 1 Com.

PLAIN WHITE OAK
 25,000' 5 1/4" No. 1 Com. & Btr.
 65,000' 6 1/4" No. 1 Com. & Btr.
 23,000' 8 1/4" No. 1 Com. & Btr.
 66,000' 12 1/4" No. 1 Com. & Btr.

PLAIN RED OAK
 125,000' 5 1/4" No. 1 Com. & Btr.
 100,000' 6 1/4" No. 1 Com. & Btr.

PENROD-JURDEN & McCOWEN, Inc.

Dry

SAP GUM
 150,000' 1s & 2s 5/4"
 200,000' No. 1 Com. 5/4"
 150,000' No. 1 Com. & B. 3/4"

RED GUM
 100,000' 1s & 2s 5/4"
 100,000' No. 1 Com. 5/4"
 50,000' 1s & 2s 8/4"
 50,000' No. 1 Com. 8/4"

WILLOW
 100,000' 1s & 2s 4/4"
 50,000' No. 1 Com. 5/4"

ASH
 100,000' No. 1 Com. 4/4"
 15,000' 1s & 2s, 2x12" & up
 80,000' 1s & 2s, 3x12" & up
 80,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5/4"

PLAIN RED OAK
 50,000' No. 1 Com. 5/4"

PLAIN OAK
 40,000' No. 1 C. & B. 16/4", green

COTTONWOOD
 200,000' No. 1 Com. 5/4"
 100,000' 1s & 2s 5/4"
 100,000' No. 1 Com. 6/4"
 30,000' Box Bds., 1x9" to 12"

CYPRESS
 40,000' 1s & 2s 5"
 100,000' No. 1 Shop 5/4"
 50,000' No. 1 Shop 4/4"
 50,000' Select 5/4"
 50,000' Select 4/4"

E. SONDEHEIMER CO.

The Kraetzer-Cured Lumber Co.

All Stock Runs Regular Widths and Lengths

QUARTERED WHITE OAK
 50,000' 1 1/4" FAS
 23,000' 12 1/4" FAS
 700,000' 1 1/4" No. 1 Com.
 80,000' 3 1/8" No. 1 Com.
 18,000' 5 1/8" No. 1 Com.
 150,000' 1 1/4" No. 2 Com.

PLAIN WHITE OAK
 250,000' 1 1/4" No. 1 Com.
 150,000' 1 1/2" No. 1 Com.
 70,000' 5 1/8" No. 1 Com.
 300,000' 1 1/4" No. 2 Com.
 30,000' 4 1/4" No. 2 Com.

PLAIN RED OAK
 150,000' 3 1/8" FAS
 190,000' 1 1/2" FAS
 150,000' 5 1/8" FAS
 100,000' 4 1/4" FAS
 6,500' 6 1/4" FAS
 10,000' 8 1/4" FAS

130,000' 4 1/4" Selects
 50,000' 5 1/8" No. 1 Com.
 300,000' 4 1/4" No. 1 Com.
 50,000' 1 1/2" No. 2 Com.
 80,000' 4 1/4" No. 2 Com.
 100,000' 4 1/4" Sound Wormy

PLAIN RED GUM
 25,000' 5 1/8" FAS
 15,000' 5 1/4" FAS
 22,000' 6 1/4" FAS
 40,000' 3 1/8" No. 1 Com.
 75,000' 5 1/8" No. 1 Com.
 300,000' 4 1/4" No. 1 Com.
 50,000' 5 1/4" No. 1 Com.
 16,000' 6 1/4" No. 1 Com.

SAP GUM
 75,000' 5 1/8" FAS
 15,000' 8 1/4" FAS
 100,000' 4 1/4" Box Boards, 13 to 17"
 15,000' 8 1/4" Box Boards, 13 to 17"

RUSSE & BURGESS, Inc., Memphis, Tenn.

SAP GUM
 50,000' 1" Box Bds., 13 to 17"
 200,000' 1" Box Bds., 7 to 12"
 100,000' 1" FAS
 250,000' 1" No. 1 Com.
 100,000' 6 1/4" FAS
 100,000' 6 1/4" No. 1 Com.
 30,000' 8 1/4" FAS
 20,000' 8 1/4" No. 1 Com.

RED GUM
 200,000' 4 1/4" FAS
 200,000' 4 1/4" No. 1 Com.
 25,000' 5 1/4" FAS
 100,000' 5 1/4" No. 1 Com.
 70,000' 6 1/4" FAS
 150,000' 6 1/4" No. 1 Com.

QUARTERED RED GUM
 75,000' 4 1/4" FAS
 200,000' 4 1/4" No. 1 Com.
 10,000' 5 1/4" FAS
 35,000' 5 1/4" No. 1 Com.

25,000' 6 1/4" FAS
 20,000' 6 1/4" No. 1 Com.
 14,000' 8 1/4" No. 1 Com.
 20,000' 10 1/4" FAS
 6,000' 10 1/4" No. 1 Com.
 20,000' 12 1/4" FAS
 8,000' 12 1/4" No. 1 Com.

SOFT ELM
 75,000' 4 1/4" Log Run
 50,000' 5 1/4" Log Run
 25,000' 6 1/4" Log Run
 200,000' 8 1/4" Log Run
 75,000' 10 1/4" Log Run
 55,000' 12 1/4" Log Run

SOFT MAPLE
 20,000' 6 1/4" Log Run
 20,000' 8 1/4" Log Run

HACKBERRY
 20,000' 6 1/4" Log Run

PECAN
 35,000' 8 1/4" Log Run

GEO. C. BROWN & CO.

PLAIN WHITE OAK
 80,000' 4 1/4" No. 1 Com.
 50,000' 4 1/4" No. 2 Com.
 35,000' 6 1/4" FAS
 60,000' 6 1/4" No. 1 Com.

PLAIN RED OAK
 13,000' 3 1/4" FAS
 30,000' 4 1/4" FAS
 30,000' 4 1/4" No. 1 Com.
 25,000' 4 1/4" No. 2 Com.
 30,000' 4 1/4" Sound Wormy
 90,000' 6 1/4" FAS
 170,000' 6 1/4" No. 1 Com.
 25,000' 6 1/4" No. 2 Com.
 5,800' 5 1/8" Nos. 1 & 2 Com.

QUARTERED RED GUM
 45,000' 4 1/4" FAS
 135,000' 4 1/4" No. 1 Com.
 80,000' 5 1/4" FAS
 200,000' 5 1/4" No. 1 Com.
 6,000' 6 1/4" FAS
 50,000' 6 1/4" No. 1 Com.
 13,000' 8 1/4" FAS
 22,000' 10 1/4" FAS
 8,000' 12 1/4" FAS

PLAIN RED GUM
 16,000' 4 1/4" FAS
 15,000' 4 1/4" No. 1 Com.
 60,000' 5 1/4" No. 1 Com.
 16,000' 6 1/4" FAS
 80,000' 6 1/4" No. 1 Com.

BELLGRADE LUMBER CO.

MEMPHIS



QUARTERED WHITE OAK
25,000' 4/4" FAS. 6 & 7"
15,000' 4/4" FAS. 8" & up
15,000' 4/4" Clear Strips, 3" & up

PLAIN WHITE OAK
40,000' 5/4" No. 1 Com.
20,000' 5/4" No. 2 Com.
18,000' 6/4" No. 2 Com.

PLAIN RED AND WHITE OAK
30,000' 4/4" FAS
80,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.
40,000' 4/4" Sound Wormy
60,000' 4/4" No. 3 Com.
30,000' 6/4" No. 3 Com.

QUARTERED RED GUM
200,000' 8/4" No. 1 Com. & Btr.

PLAIN RED GUM
30,000' 4/4" FAS
75,000' 4/4" No. 1 Com.
15,000' 5/4" FAS

45,000' 5/4" No. 1 Com.
25,000' 6/4" FAS
30,000' 6/4" No. 1 Com.

SAP GUM
100,000' 4/4" FAS
125,000' 4/4" Nos. 1 & 2 Com.
40,000' 5/4" FAS
140,000' 5/4" Nos. 1 & 2 Com.
30,000' 6/4" FAS
95,000' 6/4" FAS
30,000' 4/4" Box Bds., 9 to 12"

ELM
75,000' 6/4" No. 1 Com. & Btr.
45,000' 6/4" Nos. 2 & 3 Com.

LOCUST
15,000' 4/4" Log Run

SYCAMORE
45,000' 4/4" Log Run

COTTONWOOD
30,000' 4/4" Box Bds., 9 to 12"

BROWN & HACKNEY, Inc.

SAP GUM
5 cars 1" FAS
3 cars 5/4" FAS
5 cars 6/4" FAS
7 cars 4/4" Box Boards, 9 to 12
12 cars 4/4" 13 to 17" Box Boards

RED GUM
5 cars 13/17" FAS
2 cars 5/4" FAS
2 cars 6/4" FAS
5 cars 4/4" No. 1 Com.
1 car 5/4" No. 1 Com.
3 cars 6/4" No. 1 Com.

QUARTERED SAP GUM
4 cars 8/4" No. 1 Com. & Btr.
2 cars 10/4" No. 1 Com. & Btr.
2 cars 12/4" No. 1 Com. & Btr.

PLAIN RED OAK
5 cars 4/4" FAS
1 car 5/4" FAS
1 car 6/4" FAS
8 cars 4/4" No. 1 Com.
2 cars 5/4" No. 1 Com.
6 cars 4/4" No. 2 Com.
1 car 5/4" No. 2 Com.

PLAIN WHITE OAK
10 cars 4/4" No. 1 Com. & Btr.
3 cars 5/4" No. 1 Com. & Btr.
2 cars 6/4" No. 1 Com. & Btr.
3 cars 4/4" No. 2 Com.
1 car 6/4" No. 3 Com.
10 cars 6/4" No. 3 Com.

ELM
4 cars 5/4" Log Run
2 cars 6/4" Log Run
2 cars 8/4" Log Run
2 cars 10/4" Log Run
4 cars 12/4" Log Run

J. H. BONNER & SONS

Regular Widths and Lengths

ELM
100,000' 12/4" Log Run

HICKORY
15,000' 12/4" Nos. 1 & 2 Com.

PLAIN RED GUM
200,000' 4/4" No. 1 Com. & Btr.
17,000' 6/4" No. 1 Com. & Btr.

QUARTERED RED GUM
150,000' 4/4" No. 1 Com. & Btr.
80,000' 6/4" No. 1 Com. & Btr.

SAP GUM
150,000' 4/4" No. 1 Com. & Btr.
15,000' 4/4" No. 2 Com.
35,000' 4/4" Box Bds., 9 to 12"
100,000' 4/4" Box Bds., 13 to 17"
30,000' 4/4" FAS, 13" & up
100,000' 5/8" Log Run

QUARTERED RED OAK
12,000' Scant 4/4" No. 1 C. & Btr.

15,000' 5/4" No. 1 Com. & Btr.

PLAIN WHITE OAK
75,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
50,000' 6/4" No. 1 Com. & Btr.

PLAIN WHITE AND RED OAK
15,000' 10/4" No. 1 Com. & Btr.,
10 mos. dry
45,000' 12/4" No. 1 Com. & Btr.,
10 mos. dry
47,000' 10/4" No. 1 Com. & Btr.,
6 mos. dry
160,000' 12/4" No. 1 Com. & Btr.,
6 mos. dry
24,000' 12/4" No. 1 Com. & Btr.,
4 mos. dry
13,000' 12/4" No. 1 Com. & Btr.,
2 mos. dry
38,000' 10/4" No. 1 Com. & Btr.,
green

Ferguson & Palmer Co.

A Few Special Items in White Ash

1 Car 5/4x3" & Wider, One Face Clear Strips, Bone Dry
2 Cars 5/4x6" to 10" FAS & Selects, all 8" and 10"
5 Cars 8/4x6" to 10" FAS & Selects Regular Lengths
3 Cars 10/4x6" & Wider FAS & Selects, Tough, Regular Lengths
3 Cars 12/4x6" & Wider FAS & Selects, Tough, Regular Lengths
1 Car 16/4x6" & Wider FAS & Selects, Tough, Regular Lengths
1 Car 12/4x10" to 11 1/2" FAS & Selects, Good Texture, Reg. Lengths
1 Car 10/4x10" & Wider FAS & Selects, Good Texture, 15", 14-16"
1 Car 5/4" & Thicker No. 1 Com. & Btr. Wormy, Jarred 5/4"
5 Cars 8/4x3" & Wider No. 1 Com., 4' & Longer
2 Cars 10/4x3" & Wider No. 1 Com., 4' & Longer
2 Cars 12/4x3" & Wider No. 1 Com., 4' & Longer
2 Cars 8/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture
2 Cars 10/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture
2 Cars 12/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture
3 Cars 5/4x3" & Wider No. 2 Com., Regular Widths and Lengths
2 Cars 8/4x3" & Wider No. 2 Com., Regular Widths and Lengths
1 Car 10/4x3" & Wider No. 2 Com., Regular Widths and Lengths
1 Car 12/4x3" & Wider No. 2 Com., Regular Widths and Lengths
Limited Amount Selected Straight Grain Aeroplane Ash
National Rules Govern

Thompson-Katz Lumber Co.

Regular Widths and Lengths

RED GUM
150,000' 4/4" FAS
75,000' 5/4" FAS
200,000' 5/4" No. 1 Com.
150,000' 4/4" No. 1 Com.
4,000' 6/4" No. 1 Com.
800,000' 4/4" Box Boards, 13 to 17"
50,000' 4/4" Box Boards, 9 to 12"
50,000' 4/4" Panels, 18" & up

QUARTERED RED GUM
65,000' 4/4" Com. & Btr.
60,000' 5/4" Com. & Btr.

SAP GUM
500,000' 4/4" FAS
200,000' 5/4" FAS
15,000' 6/4" FAS
2,000' 8/4" FAS

300,000' 4/4" No. 1 Com.
300,000' 5/4" No. 1 Com.
100,000' 5/4" No. 2 Com.
200,000' 4/4" No. 2 Com.
20,000' 6/4" No. 2 Com.
50,000' 8/4" No. 2 Com.

RED OAK
40,000' 4/4" FAS
150,000' 4/4" No. 1 Com.
50,000' 4/4" No. 2 Com.

WHITE OAK
18,000' 4/4" FAS
50,000' 4/4" No. 1 Com.

QUARTERED WHITE OAK
4,000' 4/4" Com. & Btr.

Crenshaw-Gary Lumber Co.

Regular Widths and Lengths

ASH
16,000' 2" Nos. 1 & 2 Com.
14,000' 1 1/2" Nos. 1 & 2 Com.
15,800' 1" Nos. 1 & 2 Com.

QUARTERED BLACK GUM
12,100' 1" FAS

COTTONWOOD
12,000' 1" Box Bds., 8 to 12"

GUM
12,500' 1" Box Bds., 8 to 12"
32,700' 1" Box Bds., 13 to 17"
31,500' 1" FAS

RED GUM
34,200' 1" FAS
28,700' 1" No. 1 Com.

QUARTERED RED GUM
21,600' 2" FAS
18,700' 2" No. 1 Com.

PLAIN OAK
167,000' 1" No. 2 & Btr.
42,300' 1 1/2" No. 2 & Btr.
37,000' 1 1/2" No. 2 & Btr.
41,800' 2" No. 2 & Btr.
46,500' 2 1/2" No. 2 & Btr.
38,700' 3" No. 2 & Btr.

QUARTERED WHITE OAK
52,600' 1" No. 2 & Btr.
26,400' 1 1/2" No. 1 & Btr.
18,700' 2" No. 1 & Btr.

SOFT MAPLE
32,000' 2 1/2" No. 2 & Btr.

POPLAR
24,200' 2" No. 2 Com.
14,000' 1 1/2" Nos. 1 & 2 Com.
7,500' 1 1/2" Nos. 1 & 2 Com.

Goodlander-Robertson Lumber Co.

Paepcke Leicht Lumber Co.

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Manufacturers
Southern Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices
CONWAY BUILDING **CHICAGO, ILL.**

WAR MATERIAL

We Can Furnish It

THICK STOCK
OAK - HICKORY - ASH
WAGON BOXBOARDS
GUM - COTTONWOOD - TUPELO
BOX LUMBER
GUM - COTTONWOOD - TUPELO
SHIP TIMBERS
Hewn or Sawn
OAK - CYPRESS - PINE

WRITE OR WIRE

MEMPHIS BAND MILL CO.

MEMPHIS



COTTONWOOD	
60,000' 5/4" No. 1 Com.	135,000' 4/4" No. 1 Com.
45,000' 5/4" No. 2 Com.	150,000' 4/4" No. 2 Com.
RED GUM	
75,000' 4/4" FAS	30,000' 5/4" No. 1 Com.
50,000' 5/4" FAS	50,000' 5/4" No. 2 Com.
60,000' 5/4" No. 1 Com.	15,000' 6/4" Com. & Btr.
SAP GUM	
140,000' 4/4" FAS	15,000' 8/4" FAS
TUPELO	
	65,000' 4/4" FAS
	1,000' 1" FAS
	44,500' 4/4" No. 1 Com.

H. W. Darby Hardwood Lumber Co.

Regular Widths and Lengths

BEECH		SOFT MAPLE	
17,000'	L. R. 8/4"	40,000'	L. R. 12/4"
COTTONWOOD		QTD. WHITE OAK	
20,000'	FAS. 6/4"	15,000'	FAS. 4/4"
125,000'	Panel, 4/4", 18" & up wide	80,000'	FAS. 5/4" & 6/4"
CYPRESS		25,000'	No. 1 Com., 4/4"
50,000'	Selects, 4/4"	PLAIN WHITE OAK	
24,000'	Pecky, 8/4"	30,000'	FAS. 4/4"
ELM		15,000'	FAS. 8/4"
50,000'	No. 1 C. & Btr., 6/4"	80,000'	No. 1 C. & Btr., 8/4"
175,000'	L. R. 12/4"	PLAIN RED OAK	
RED GUM		75,000'	FAS. 4/4"
150,000'	No. 1 Com., 4/4"	50,000'	FAS. 6/4"
60,000'	No. 1 Com., 5/4"	35,000'	No. 1 Com., 5/4"
SAP GUM		100,000'	No. 2 Com., 4/4"
50,000'	FAS. 5/4"	SYCAMORE	
80,000'	Panel, 4/4", 18" & up wide	55,000'	FAS. 5/4"
QTD. RED GUM		17,000'	No. 1 C. & Btr., 6/4"
150,000'	FAS. 8/4"	WILLOW	
100,000'	No. 1 C. & Btr., 4/4"	15,000'	FAS. 5/4", all 12'
QTD. SAP GUM		100,000'	No. 1 C. & Btr., 5/4"
80,000'	No. 1 C. & Btr., 8/4"	22,000'	FAS. 12/4"

ANDERSON-TULLY CO.

Regular Widths and Lengths

SAP GUM	
161,721' 4/4" FAS, 6 mos. dry	PLAIN RED AND WHITE OAK
7,000' 4/4" FAS, 10 mos. dry	5,000' 4/4" FAS, 7 mos. dry
12,175' 4/4" No. 1 Com., 6 mos. dry	10,000' 5/4" FAS, 7 mos. dry
74,076' 4/4" No. 2 Com., 6 mos. dry	10,000' 6/4" FAS, 7 mos. dry
PLAIN RED GUM	
77,983' 4/4" FAS, 6 mos. dry	7,344' 8/4" FAS, 7 mos. dry
14,500' 5/4" FAS, 6 mos. dry	23,992' 10/4" FAS, 7 mos. dry
2,500' 8/4" FAS, 6 mos. dry	22,000' 12/4" FAS, 7 mos. dry
180,274' 4/4" No. 1 Com., 6 mos. dry	10,000' 4/4" No. 1 Com., 7 mos. dry
30,000' 5/4" No. 1 Com., 6 mos. dry	17,330' 5/4" No. 1 Com., 7 mos. dry
4,500' 8/4" No. 1 Com., 6 mos. dry	13,455' 6/4" No. 1 Com., 7 mos. dry
QUARTERED RED GUM	
15,000' 4/4" FAS, 6 mos. dry	13,016' 8/4" No. 1 Com., 7 mos. dry
7,000' 5/4" FAS, 6 mos. dry	1,708' 10/4" No. 1 C. & Btr., 7 mos. dry
800' 6/4" FAS, 6 mos. dry	30,000' 12/4" No. 1 C. & Btr., 7 mos. dry
ASH	
15,000' 8/4" FAS, 12 mos. dry	2,000' 4/4" FAS, 6 mos. dry
26,335' 4/4" No. 1 Com., 6 mos. dry	2,732' 8/4" FAS, 6 mos. dry
14,000' 5/4" No. 1 Com., 6 mos. dry	2,500' 12/4" FAS, 6 mos. dry
1,700' 6/4" No. 1 Com., 6 mos. dry	8,000' 4/4" No. 1 Com., 6 mos. dry
22,500' 8/4" No. 1 C., 12 mos. dry	6,700' 8/4" No. 1 Com., 6 mos. dry
	3,500' 12/4" No. 1 C., 6 mos. dry

BROWN LAND & LUMBER CO.

All Stock Is of Regular Widths and Lengths

COTTONWOOD		12,000' 4/4" Box Boards, 8-12", 8 mos. dry
20,000' 4/4" FAS, 6 mos. dry		12,000' 4/4" FAS, 6 mos. dry
30,000' 8/4" FAS, 6 mos. dry		25,000' 4/4" No. 1 Com., 6 mos. dry
10,000' 12/4" FAS, 6 mos. dry		75,000' 6/4" FAS, 12 mos. dry
200,000' 4/4" No. 1 Com., 6 mos. dry		75,000' 6/4" No. 1 Com., 12 mos. dry
50,000' 4/4" No. 2 Com., 6 mos. dry		12,000' 6/4" No. 2 Com., 12 mos. dry
RED GUM		SOFT ELM
25,000' 4/4" FAS, 8 mos. dry		50,000' 4/4" No. 2 Com. & Btr., 8 mos. dry
75,000' 4/4" No. 1 Com., 8 mos. dry		50,000' 6/4" No. 2 Com. & Btr., 6 mos. dry
15,000' 6/4" FAS, 12 mos. dry		15,000' 8/4" No. 2 Com. & Btr., 8 mos. dry
30,000' 6/4" No. 1 Com., 12 mos. dry		25,000' 12/4" No. 2 Com. & Btr., 12 mos. dry
SAP GUM		
40,000' 4/4" Box Boards, 13-17", 8 mos. dry		

GEO. C. EHEMANN & CO.

KILN-DRIED LUMBER

Our dry kiln capacity of 200,000 feet per month is at your service

and
8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

ASH	
1 Car 1 1/4" Com. & Btr.	QUARTERED RED GUM
1/2 Car 5/4" Com. & Btr.	10,000' 8/4" Com. & Btr.
1 Car 8/4" Com. & Btr.	MAPLE
CYPRESS	
50,000' 4/4" Shop & Btr.	25,000' 8/4" Log Run
40,000' 5/4" Shop & Btr.	PLAIN WHITE OAK
15,000' 1" S. & B.	6,000' 8/4" FAS
6,000' 12/4" Shop & Btr.	9,000' 12/4" Com. & Btr.
ELM	
12,000' 5/4" Log Run	PLAIN RED OAK
11,000' 16/4" No. 1 Com. & Btr.	7,000' 4/4" Com. & Btr.
RED GUM	
25,000' 5/4" Com. & Btr.	3,000' 5/4" FAS
20,000' 6/4" Com. & Btr.	5,000' 6/4" FAS
SAP GUM	
100,000' 4/4" Com. & Btr.	4,000' 8/4" FAS
500,000' 5/4" Com. & Btr.	45,000' 4/4" No. 1 Com.
50,000' 6/4" Com. & Btr.	9,000' 6/4" No. 1 Com.
GUM	
1 Car 1 1/4" Box Boards, 13 to 17"	57,000' 5/4" Log Run
	33,000' 8/4" Log Run
	POPLAR
	18,000' 3/4" Com. & Btr.
	15,000' 5/4" Com. & Btr.
	50,000' 8/4" Com. & Btr.
	20,000' 4/4" No. 2 Com.
	7,500' 5/4" No. 2 Com.

WELSH LUMBER COMPANY

COTTONWOOD		50,000' FAS, 4/4", regular widths & lengths, 4 mos. dry
100,000' FAS, 4/4", 13" & up, regular lengths, 4 mos. dry		15,000' FAS, 6/4", regular widths & lengths, 5 mos. dry
150,000' No. 1 Com., 4/4", 13" & up, regular lengths, 4 mos. dry		15,000' FAS, Qtd., 4/4", regular widths & lengths, 5 mos. dry
100,000' No. 1 Com., 4/4", regular widths and lengths, 4 mos. dry		15,000' FAS, Fed., 4/4", regular widths & lengths, 5 mos. dry
100,000' Nos. 1 & 2 Com., 4/4", 9-10", regular lengths, 4 mos. dry		CYPRESS
25,000' FAS, 5/4", regular widths & lengths, 6 mos. dry		75,000' 4/4" Select & Btr., regular widths & lengths, 5 mos. dry
50,000' No. 2 Com., 4/4", regular widths & lengths, 4 mos. dry		15,000' 4/4" Shop, regular widths & lengths, 5 mos. dry
GUM		ELM
100,000' Box, 4/4", 13" to 17", regular lengths, 4 mos. dry		75,000' 6/4" Log Run, reg. widths & lengths, 4 mos. dry
50,000' FAS, Sap, 4/4", regular widths and lengths, 4 mos. dry		35,000' 16/4" Log Run, reg. widths & lengths, 4 mos. dry
25,000' FAS, Sap, 4/4", 13" & up, regular lengths, 4 mos. dry		11,000' 12/4" Log Run, reg. widths & lengths, 4 mos. dry
50,000' No. 1 C. Red, 4/4", regular widths & lengths, 4 mos. dry		6,000' 14/4" Log Run, reg. widths & lengths, 4 mos. dry

THANE LUMBER CO.

QUARTERED WHITE OAK		2 cars 6 1/4" No. 2 & Btr.
1 car 4 1/4" Selects		4 cars 8 1/4" No. 2 & Btr.
1 car 3/8" No. 1 Com.		6 cars 12 1/4" No. 2 & Btr.
1 car 4 1/4" No. 1 Com.		6 cars 16 1/4" No. 2 & Btr.
PLAIN WHITE OAK		1 car 4 1/4" No. 2 Com.
3 cars 4 1/4" No. 1 Com.		MAPLE
1 car 4 1/4" No. 2 Com.		1 car 8 1/4" No. 2 & Btr.
PLAIN RED OAK		QUARTERED BLACK GUM
1 car 4 1/4" FAS		1 car 4 1/4" FAS
2 cars 5 1/4" FAS		SAP GUM
1 car 6 1/4" FAS		4 cars 3 1/4" No. 1 Com.
5 cars 4 1/4" No. 1 Com.		3 cars 4 1/4" No. 1 Com.
4 cars 6 1/4" No. 1 Com.		1 car 3 1/4" No. 2 Com.
3 cars 4 1/4" No. 2 Com.		3 cars 4 1/4" No. 2 Com.
1 car 6 1/4" No. 2 Com.		3 cars 4 1/4" Box Boards, 8 to 12"
2 cars 4 1/4" No. 8 Com.		4 cars 4 1/4" Box Boards, 13 to 17"
1 car 4 1/4" Sound Wormy		CYPRESS
4 cars 13 1/4" No. 1 Com. & Btr.		3 cars 4 1/4" Sel. & Btr.
2 cars 12 1/4" Cross Plank		3 cars 8 1/4" Sel. & Btr.
ELM		2 cars 12 1/4" Sel. & Btr.
1 car 4 1/4" No. 2 & Btr.		5 cars 4 1/4" Shop
		3 cars 8 1/4" Shop

Stimson Veneer & Lbr. Co.

MEMPHIS



Stock Runs 14 and 16 Feet in Length and Is Thoroughly Air Dried

QUARTERED WHITE OAK		PLAIN RED GUM	
30,000' 1/4" FAS	150,000' 4/4" FAS, 13 to 17"	70,000' 4/4" FAS, 18" & up	
37,000' 3/4" FAS, 6 to 9 1/2"	500,000' 4/4" No. 1 Com.		
100,000' 1/2" No. 1 Com.	QUARTERED SAP GUM		
21,000' 3/1" No. 1 Com., 4 to 5 1/2"	3,500' 4/4" FAS		
82,000' 3/4" No. 1 Com., 6 to 7"	31,000' 6/4" FAS		
50,000' 3/4" No. 1 Com., 8 to 9"	11,000' 8/4" FAS		
350,000' 5/8" No. 2 Com.	12,000' 10/4" FAS		
PLAIN WHITE OAK		13,000' 12/4" FAS	
75,000' 3/4" No. 2 Com.	6,000' 6/4" No. 1 Com.	21,000' 8/4" No. 1 Com.	
PLAIN RED OAK		11,000' 10/4" No. 1 Com.	
150,000' 3/4" No. 3 Com.	11,000' 12/4" No. 1 Com.		
ELM		SAP GUM	
70,000' 12/4" Log Run	300,000' 4/4" Box Boards, 13 to 17"	300,000' 4/4" Box Boards, 9 to 12"	
PLAIN RED GUM		82,000' 4/4" FAS, 18 to 21"	
14,500' 4/4" No. 1 Com., Figured	9,000' 4/4" FAS, 22" & Up	15,000' 3/4" FAS, 13 to 17"	
QUARTERED RED GUM			
76,000' 4/4" FAS			
385,000' 4/4" No. 1 Com.			

R. J. DARNELL, Inc.

QUARTERED WHITE OAK		47,500' 6/4" FAS	
13,200' 1x2 1/2" to 5 1/2", Clear Strips, Bright Sap No Defect		25,000' 6/4" No. 1 Com.	
PLAIN WHITE OAK		12,000' 8/4" FAS	
26,000' 4/4" FAS		33,800' 8/4" No. 1 Com.	
4,500' 1x2 1/2" to 5 1/2", Clear Strips		CYPRESS	
53,700' 6/4" No. 1 Com.		8,300' 6/4" FAS	
32,700' 6/4" FAS		29,500' 6/4" Select	
20,000' 6/4" No. 1 Com.		22,000' 8/4" Shop	
29,800' 4/4" FAS		9,500' 8/4" No. 1 Com.	
8,000' 8/4" No. 1 Com.		ELM	
PLAIN RED OAK		14,000' 8/4" No. 2 Com. & Btr.	
133,500' 4/4" FAS		MAPLE	
22,800' 4/4" FAS, 10" & wider		15,000' 4/4" No. 2 Com. & Btr.	
30,000' 4/4" Select		10,000' 6/4" No. 2 Com. & Btr.	
108,000' 4/4" No. 1 Com.		24,000' 16/4" No. 2 Com. & Btr.	

F.T. DOOLEY LUMBER CO.

As previously announced, our sales office is now located in the Bank of Commerce & Trust building, Memphis, this move having been made in order that we might give to our customers the best possible attention on orders and shipments.

Your business will be carefully handled as usual.

Baker-Matthews Lumber Co.

All Following Stock Is Dry

12,000' 4/4" FAS, 6-9", 8-10'	22,500' 12/4" FAS, 12" up, 8-16'
15,000' 4/4" FAS, 6-9", 14-16'	24,000' 16/4" FAS, 6" up, 8-16'
29,000' 5/4" FAS, 6-9", 8-10'	4,000' 20/4" FAS, 6" up, 8-16'
18,000' 5/4" FAS, 6-9", 8-16'	(Regular Widths and Lengths)
12,000' 5/4" Sel., 6-9", 8-16'	14,500' 4/4" No. 1 Com.
15,000' 6/4" FAS, 6-9", 8-16'	66,000' 5/4" No. 1 Com.
5,000' 6/4" FAS, 6" up, 18-20'	200,000' 8/4" No. 1 Com.
22,500' 6/4" FAS, 10" up, 10-12'	89,000' 10/4" No. 1 Com.
40,000' 6/4" No. 1 C., 10" up, 8-16'	23,500' 12/4" No. 1 Com.
6,000' 6/4" FAS, 12" up, 8-16'	23,000' 6/4" No. 2 Com.
9,000' 6/4" Sel., 12" up, 8-16'	18,000' 8/4" No. 2 Com.
125,000' 8/4" FAS, 6-9", 8-16'	4,000' 10/4" No. 2 Com.
21,000' 8/4" FAS, 10" up, 8-16'	4,500' 12/4" No. 2 Com.
21,000' 8/4" FAS, 10" up, 14-16'	5,000' 16/4" No. 2 Com.
12,000' 8/4" Sel., 10" up, 8-16'	5,000' 4/4" Strips, 2-5"
11,200' 8/4" FAS, 12" up, 8-16'	12,500' 5/4" Strips, 2-5"
11,500' 10/4" FAS, 6" up, 8-16'	15,000' 6/4" Strips, 2-5"
65,000' 12/4" FAS, 6" up, 8-16'	17,500' 8/4" Strips, 2-5"

DUDLEY LUMBER CO., Inc.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM		1 car 8/4" No. 1 Com.
1 car 8/4" Log Run	SAP GUM	
1 car 12/4" Log Run	1 car 4/4" FAS, 13" wide	
1 car 16/4" Log Run	1 car 4/4" Box Bds., 9 to 12" wide	
BLACK GUM		1 car 4/4" Box Bds., 13 to 17" wide
1 car 4/4" Log Run	PLAIN RED OAK	
PLAIN RED GUM		1 car 4/4" FAS
1 car 5/4" No. 1 Com.	1 car 5/4" FAS	
QUARTERED RED GUM		SOUND WORMY OAK
1 car 5/4" No. 1 Com.	1 car 4/4" Com. & Btr.	
1 car 6/4" No. 1 Com.	QUARTERED WHITE OAK	
1 car 8/4" FAS	1 car 4/4" No. 1 Com.	

The Mossman Lumber Co.

We insure you experienced attention to your orders for southern hardwood lumber and high grade sawed and sliced southern veneers.

Quartered oak and figured gum are specialties.

Nickey Brothers, Incorporated
MANUFACTURERS



THE IMPORTANCE OF MEMPHIS as a southern hardwood center is best illustrated by the rapid increase in the number of prominent firms locating here. During the last few months six or eight firms with National reputations have established main offices or sales offices in Memphis, thus proving that Memphis is truly the gateway for northern shipments of southern hardwoods. Your big opportunity for hardwood purchases lies in Memphis.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELTON ST.
CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

BEAUTY, STRENGTH, ENDURANCE

Because Oak Flooring has all three of these qualities it makes the best kind of a floor for homes of all kinds, apartment houses, office buildings, schools, churches, clubs, hospitals, factories and warehouses.

Because —



"Forked Leaf" Brand
OAK FLOORING

"The Kind That Makes Good"



has beauty, strength and endurance, is even as to color and texture, is made of the best of all the Oaks, and is **Guaranteed** to be of superior grade and perfect manufacture—it is the Oak Flooring you should buy.

THE LONG-BELL LUMBER CO.
R. A. Long Building Kansas City, Mo.



Lidgerwood Cableway Skidders

**with Mechanical Slack Puller
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

Send for catalogues

LIDGERWOOD MFG. CO.

Originators of Overhead and Ground Steam Logging Machinery

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New Orleans: Woodward, Wight & Co., Ltd. Canada: Canadian Allis-Chalmers, Ltd., Toronto

LATEST LIST
QUICK M-D MOVERS
 Thoroughly Dry Ready to Be Shipped

DO YOU NEED?

BASSWOOD
 300,000' 1" No. 1 Com. & Btr.
 50,000' 1" No. 2 Com.
 100,000' 5/4" No. 2 C. & B.
 3 Cars each 4 4", 5 4", 6 4"
 No. 3 Common

BIRCH
 200,000' 4 4" No. 1 C. & Btr.
 100,000' 5 4" No. 1 C. & Btr.
 150,000' 4 4" No. 3 Common
 150,000' 5 4" No. 1 C. & Btr.
 200,000' 6 4" No. 1 C. & Btr.
 150,000' 5 4" No. 1 Com.
 100,000' 5 4" No. 3 Com.
 50,000' 6 4" No. 1 C. & Btr.
 Sel. Red
 2 Cars 8 4" No. 3 Com.

ROCK ELM
 100,000' 8 4" No. 2 C. & Btr.

SOFT ELM
 1 car 5 4" No. 1 C. & Btr.
 50,000' 6 4" Nos. 1 & 2 C.
 50,000' 8 4" No. 2 C. & Btr.
 100,000' 12 4" No. 2 C. & Btr.

SOFT MAPLE
 35,000' 4 4" No. 2 C. & Btr.
 50,000' 6 4" No. 2 C. & Btr.

HARD MAPLE
 50,000' 4 4" FAS
 75,000' 4 4" No. 1 C. & Btr.
 150,000' 5 4" No. 2 C. & Btr.
 125,000' 6 4" No. 1 C. & Btr.
 80,000' 6 4" No. 2 Com.
 200,000' 8 4" No. 2 C. & Btr.
 100,000' 10 4" No. 2 C. & Btr.
 110,000' 12 4" No. 2 C. & Btr.
 5 Cars 4 4" No. 3 Com.

The Mixed Car Specialists
Mason-Donaldson Lumber Company
 RHINELANDER, WIS.

Hardwoods, Pine, Hemlock,
 Maple and Birch Flooring



Interior of Flooring Factory Where Flint Brand Flooring Is Made

BAND SAW MILLS
 Wildsville, La.—Varnado, La.—Meridian, Miss.

CLARENCE BOYLE
 Incorporated

Manufacturers and Wholesalers
Southern Hardwoods
 and Yellow Pine

1205 LUMBER EXCHANGE BLDG.
 CHICAGO

Utley-Holloway
 Company

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Geometrical
Carter Coin

is in use, then
 imitation isn't
 possible.

Sample if you
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S. D. CHILDS
 & Co.
 CHICAGO

We also make Time
 Checks, Stencils and
 Log Hammers



VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of
NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
 150 M ft. of 4/4 No. 1 & 2 Com. Birch
 100 M ft. of 5/4 No. 1 & 2 Com. Birch
 75 M ft. of 5/4 No. 1 Com. & Btr. Birch
 100 M ft. of 6/4 No. 1 Com. & Btr. Birch
 100 M ft. of 8/4 No. 2 Com. & Btr. Birch

We Offer for May Shipment

40,000' 4/4 No. 1 C. & B. End Dried White Maple
 45,000' 8/4 No. 1 C. & B. End Dried White Maple
 40,000' 5/4 No. 1 C. & B. End Dried White Maple
 60,000' 6/4 No. 1 C. & B. End Dried White Maple
 150,000' 1x6" up No. 1 C. & B. Hard Maple
 200,000' 4/4 to 16/4 No. 2 C. & B. Soft Elm
 40,000' 4/4 No. 2 C. & B. Birch
 113,000' 8/4 No. 2 C. & B. Beech

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan

Michigan

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

CYPRESS ALL KINDS SOUTHERN HARDWOODS CRATING

"We specialize in furnishing Factory Stock, including all grades and thicknesses of Cypress, Sap, Red, Tupelo and Black Gum, Cottonwood, Oak, Elm, Sycamore and Ash. Permit us to take care of your orders."

WRITE US

QUALITY & SERVICE OUR MOTTO

CORNELIUS LUMBER COMPANY

St. Louis

Missouri

EVANS CHATTANOOGA OAK GUM

**Would like to quote you on
the following:**

BEECH	RED GUM	PLAIN RED OAK
2 cars 6/4 Log Run	2 cars 4/4 FAS	8 cars 4/4 FAS
CHESTNUT	2 cars 8/4 FAS	5 cars 10/4 FAS
1 car 8/4 No. 1 C. & Btr.	3 cars 4/4 No. 1 Com.	5 cars 12/4 FAS
COTTONWOOD	2 cars 6/4 No. 1 Com.	
1 car 7/8 No. 1 C. & Btr.	1 car 8/4 No. 1 Com.	
S2S		
WHITE OAK	SAP GUM	CYPRESS
1 car 4/4 Clr. Sap Stps.,	5 cars 4/4 FAS	1 car 7/8 FAS, S2S
Qtd., 2 1/2-5 1/2"	1 car 8/4 FAS	6 cars 6/4 FAS
5 cars 4/4 FAS, plain	6 cars 4/4 No. 1 Com.	6 cars 8/4 FAS
2 cars 5/4 FAS, plain	1 car 6/4 No. 1 Com.	4 cars 12/4 FAS
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5 cars 12/4 FAS, plain	1 car 4/4 Box Boards,	
1 car 4/4 No. 1 C., plain	13-17"	
2 cars 10/4 No. 1 C., plain	3 cars 4/4 Box Boards,	
	9-12"	
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Table of Contents

REVIEW AND OUTLOOK:

General Market Conditions.....	17
The Horse Vehicle Remains.....	17
Lumber Census for 1918.....	18
Prevention of Forest Fires.....	18
The War Department Disapproves Child Labor.....	18
Back to the Old Track.....	18

SPECIAL ARTICLES:

Birdseye View of the Effect of Lumber Embargo.....	19
Prospects Better for Flat Scale of Rates.....	19
Important Announcements from Washington.....	20-24
Rosewood as a Veneer Material.....	25-26
Anderson-Tully Starts Wire-Bound Plant.....	26
Letters from a Panel User.....	28
The Wood in a Violin.....	30
Making Bobbins of Veneer.....	31
American Veneer Company Organized.....	31
The Sawdust Trail.....	33-34
Encouraging News of the Government's Attitude Toward Embargo	34
Lumberman's Round Table.....	35

CLUBS AND ASSOCIATIONS:

Proposed Association Merger.....	24 and 33
Miscellaneous	36

WITH THE TRADE.....

.....37-40

HARDWOOD NEWS

.....40-46

HARDWOOD MARKET

.....47-49

CLASSIFIED ADVERTISEMENTS

.....50-51

HARDWOODS FOR SALE.....

.....51-54

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BEAUMONT, TEXAS



Hardwood Record

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No. 1



Review and Outlook



General Market Conditions

THE CONDITION OF THE MARKET as a whole is distinctly spotty, but by no means hopeless either for the buyer or the seller. The manufacturer must realize that if able to gradually switch to all essential work he will be officially protected in every necessary way, but if unable to so adapt himself, the chief influence tending to limit him is labor, and in most lines female help is demonstrating singular fitness for the work. Hence the labor outlook is not absolutely hopeless even in non-essential lines.

It should further be borne in mind that in many lines the government has clearly shown that it will not rule the industries out of business because of non-essentiality. To illustrate, it hardly seems justifiable to suppose that the government would have invested the immense amount of labor attendant upon recent standardization of furniture manufacture and upon regulation of the importation and utilization of certain hardwoods were it in contemplation to eliminate the industry entirely. On the other hand, distributors of hardwoods must realize the one most important point in maintaining a fair proportion of business is for them to be on hand in one way or another when orders are about to be placed.

As stated, the market is spotty. This means that lumber is being sought to a good total quantity, but only when a definite necessity for it arrives. In the first place there is little incentive for the buyer to follow any other policy, for at the best he is none too sure of his ground. Then, too, he is responsible for the securing of permits, a task he would not undertake except when necessary to secure lumber he really needs. In fact, the official restriction upon his purchases in accordance with actual and current needs is sufficient reason why he cannot buy except to fill those needs. All of this comes down to the point with sellers of lumber as to how much business they really want and how much extra effort they are willing to put forth to insure being on hand in the greatest number of times when the order is to be placed. In other words, the man with the shotgun has a far better chance of hitting a flying bird with his many shots than has the man with but the single bullet fired from a rifle.

It is admitted in all parts of the country that the permit situation is improving materially. Additions to the number of permit offices and a better regulation of the organization is really accomplishing results. At the same time the record so far appears almost appalling.

The South seems for some reason to be worse hit, probably because in the diversity of product from the southern hardwood forests, there is a greater percentage of non-war lumber. The full

facts regarding the result of the embargo on southern hardwood shippers is shown on page 19. It is a definite certainty that a drastic reduction of output will result. This prospect is rendered doubly sure by the serious ravages of the epidemic which is directly responsible for total shut-down of hundreds of mills, which will be unable to resume for at least a week or two longer. Yet in the face of this there are still some representative firms that have not the courage to hold their boards with the iron-clad assurance that they will never be intrinsically less valuable and must, with the still continuing increasing cost of manufacture, be more valuable. The holders of such stocks would do well to give deep thought to the two following points:

What is likely to be the outcome of the present peace efforts? In other words, when will the war end, and when the war ends, what will be the position of such stocks of standard boards ready for shipment?

The answer to the last question must be evident to anyone. As to the former, none can say with certainty, but a rumor coming from the southern hardwood mill section to the effect that the government is cancelling orders for heavy stock would seem to have something more behind it than a desire to retrench on the necessity for changing a set of specifications. The millman with the prospect of more of a certain kind of boards than he likes to see piling up would show a greater degree of business sense were he to exhaust every effort to switch to some other line or even shut down his plant and cease cutting out his timber than to adopt the time-honored course of the weak sister and cut his prices even when he knows that a cut price only helps to slow up a draggy market and accomplishes nothing for sales.

The Horse Vehicle Remains

THE RECENT CONVENTION of the National Implement and Vehicle Association in Chicago brought out the fact that the motor has not yet put the horse out of business as a power in drawing vehicles and farm machines. The list of members of the association shows 491 firms in the United States engaged in manufacturing vehicles and machines to be drawn by horses, and this large number does not include all. It represents about ninety per cent of the output. It is evident that the horse still has a place in the country's industries and that a long time will pass before the motor will totally displace the horse, if it ever shall. The next government census will be awaited with interest for official figures showing how the motor vehicle and the horse-drawn machine compare in importance. No complete late figures now exist.

Lumber Census for 1918

THE TIME IS APPROACHING for taking the lumber census of 1918. For some years it has been the custom of the Forest Service, in co-operation with some other branch or bureau of the government, or with some lumber association, to compile a lumber census each year, showing the quantity of lumber produced, how much in each state, and how much of each kind of wood. Figures on mill prices have usually been included in the statistics.

The work has not been done on the same basis year after year. In one year many more mills are listed than in others. For example, in 1899 the number of mills from which figures were collected totaled 31,000; in 1904, 18,000; the next year, 11,000; while in 1909 the number jumped to 46,000, and in 1915 it fell to 16,000, and during the whole period from 1899 to 1916 the number of mills varied between very wide limits. This variation in figures did not correspond with any such variation in the actual number of mills. The total number doubtless ran fairly uniform through the whole period; and the reason why so many more or so many less were listed one year than another was the fact that the census taker skipped more mills one year than another. The work was not uniformly done year by year.

The totals of lumber output from year to year varied less than the totals showing the number of mills. That was because the census takers went after the large mills every year, but skipped the small ones some years; and, since most of the lumber is cut on the large mills, the recorded totals of production varied less than might be supposed. Thousands of small mills might not cut as much lumber as a few dozen large plants.

As the time approaches for taking another lumber census, plans are doubtless being laid for the work. This has been a highly important year in the lumber business. The total cut will probably fall below the production of some former years; but this is a war year and certain kinds of wood, like spruce, oak, walnut, ash, and others, are being cut in large quantities to meet war needs, and it will be interesting to know the particulars. The coming census can collect the figures. If it does not do so, they will never be collected.

The small mills should be given their share of attention this time, for many of them have been busy with war orders, particularly hardwood mills. The leading softwoods, like yellow pine, Douglas fir, and Sitka spruce, come principally from very large mills and the census takers will be sure to get them; but if the collectors of lumber statistics skip the small hardwood mills this time, much interesting war lumber will be left out of account, and the statistics for 1918, the most momentous of the war years, will be defective.

Prevention of Forest Fires

IT WILL BE A LONG TIME before danger from forest fires will be a thing of the past. Prevention works out in theory much better than in practice. A strong force of rangers is supposed to insure against dangerous fires; but under certain circumstances a whole army would be powerless. If a blaze starts in dry grass and leaves and a high wind prevails, the chance is that men can do little to check the fire. Sometimes the flames travel as fast as men can run, and it is as much as the fighters can do to save themselves. The combination of an incipient fire, dry woods, and high winds is not present every year; but once in several years the combination is just right, and then a destructive fire results.

The recent disastrous fires in Minnesota and Wisconsin are no new things in our forest history. Similar fires have been occurring ever since the northern country was settled and centuries earlier. Prairies are due to forest fires. The southern states have not suffered so much because the forest foliage there is thin and fires are slow; but from New Brunswick to Dakota many destructive fires have taken place within the past eighty or a hundred years. They date back farther than settlements by white men. More than a hundred years ago a fire which must have been of exceptional fierceness swept the region of northern Minnesota, Dakota,

and Manitoba. The Hudson Bay trader, Henry, in his diary described the ruin. Immense numbers of buffaloes perished in the fire, being unable to escape, so rapid was the advance of the flames through the woods and across the open prairies.

So long as large bodies of forest remain, destructive fires will be possible. When the woodlands shall be partly replaced by farms, leaving the remaining woods in isolated patches, as is the case in most of the older states, the danger from fire will largely disappear. If a fire then starts it can usually be confined to a small area, because the flames, under most circumstances, will not cross a cultivated farm.

One of the usual defenses prepared in advance against the spread of fire is to cut broad lanes through the forest, and keep the leaves and other dry foliage cleared from the lanes. If the wind is not high, a small force of men can generally stop a fire at such a lane; but if the wind is high, it may not be possible to do so. Sparks have been known to start new fires half a mile in advance of the main conflagration, and no fire lane would be a defense under such circumstances. In some of the national forests, the fire lanes are closely grazed by sheep and goats and are thus put in good condition to be used in stopping fire.

Prevention is the best defense. The United States Forest Service, as well as state forest services, have long been trying to lessen the danger from fires by educating the public to be careful. Campers, hunters, fishermen, travelers, and forest workers are told of danger from unextinguished camp fires, from cigar stubs, from combustible gun wads, from dropping matches, and from many other ways of unintentionally starting a fire. Highways and paths are posted with such notices, and without doubt much good has resulted. Still fires occasionally start. There are a hundred ways in which this may happen in spite of warning and caution. Lightning alone starts thousand of fires every year in the United States, and that danger cannot be lessened by any human law.

Public sentiment is now strong everywhere against forest fires. That will help to keep them down. People know fires are destructive. There was a time when little sentiment existed on the subject. Stockmen once deliberately burned the woods to improve the range for cattle and sheep. Nobody does that now. The general situation is improving, but room exists for still more improvement.

Back to the Old Track

APPARENTLY THE TIME is not far off when the country will get back to the old ways of doing business, and there will be no more war orders or official rulings to interfere with manufacturing and shipping. Supply and demand will govern. It may take a little time to get back in the old way, but it will be an agreeable change from war conditions, for American people would rather do business in peace than in war. Few industries will more heartily welcome the change to the old method than the lumbermen; for war business in the lumber industry has not been very popular as a simple business proposition. For patriotic reasons, it has been made the most of, but not for any other reason.

The War Department Disapproves of Child Labor

THE SUPREME COURT DECISION that the child labor law is unconstitutional was a distinct blow at the development of right thinking, and at the social improvement of our population. The employment of child labor has without question seriously interfered with the proper development of the population in the regions where young children have been kept at hard toil and deprived of their opportunity for the enjoyment of normal life under normal conditions.

The silo is a comparatively new industry that calls for much wood in its construction. The use of silos is increasing rapidly. Various woods are satisfactory, and substitutes are pushed forward to take the place of wood, but not with complete success.

A Birdseye View of the Effect of Lumber Embargo

The Full Seriousness of the Situation Is Beginning to Be Understood

It is now possible to gauge with some degree of accuracy the effect on the hardwood lumber industry of the embargo order recently issued by the car service section of the U. S. Railroad Administration.

According to those in position to speak with authority, the situation may be briefly summed up as follows:

FIRST: Not more than ten per cent of the commercial lumber already sold is being moved to destination for the reason that permits making such movement possible are coming through so slowly.

SECOND: Not more than 25 per cent of southern hardwoods of all kinds, including both government and commercial requirements, is moving for exactly the same reason.

THIRD: Orders placed for hardwood lumber in the southern field during the past two weeks have shown a decrease of approximately 50 per cent compared with average expectations for this time of the year.

FOURTH: There is quite an increase in idle box cars and other standard equipment because of the slowness with which orders are being placed for southern hardwoods and because of the delay with which permits are coming through for lumber actually sold and ready to go forward.

It is regarded as probable that part of this accumulation of idle equipment is the result of the embargoes against compresses at Memphis and other larger centers in the valley territory which are seriously interfering with the movement of cotton into and out of compress points. Still, the lumbermen are looking at the proposition from their own standpoint and believe that the small movement of lumber, resulting directly from the slowness and irregularity of permits, is the paramount influence in bringing about this unusual and unparalleled increase in the number of idle cars.

The foregoing has to do solely with the placing of orders and with the movement of lumber. On the production end of the proposition, the situation may be summed up in this way:

FIRST: Production is already substantially below normal.

SECOND: Logging operations are not exceeding 50 per cent of the average for this time of the year.

THIRD: Indications point to a further substantial decrease in logging operations and to a far more material loss in hardwood manufacture.

Labor scarcity, accentuated materially within the past fortnight by the influenza epidemic, is a factor in restricting hardwood lumber manufacture. Very few mills are able to operate at capacity, even where the management so desires, because full forces cannot be secured. But it has been clear, ever since the embargo order was issued, that there would be considerable voluntary curtailment of hardwood lumber production and this is beginning to be realized. This voluntary decrease in hardwood manufacture is the direct result of conditions created by the embargo order, conditions which are wholly new to the southern hardwood trade and conditions which are not well understood, generally speaking, by those interests which have to secure permits before they can have lumber forwarded to them.

Officials of the Valley Log Loading Company suggest, on the basis of information they have, that loading of logs for November will show a decrease of approximately 50 per cent compared with accomplishments for the current month. They point out that the mills have practically quit buying logs and that those who get out timber to sell to the mills have to suspend operations close on the heels of the stoppage of buying by the mills. These officials attribute the heavy loading under way at present to the desire of millmen to draw in all the logs they have on rights of way of the railroads before they are damaged in any way. But they point out that this stoppage of logging will mean a heavy decrease in the quantity of logs offered for loading in the near future and that this will mean a further restriction in hardwood manufacture.

Hardwood interests cannot stop their mills as suddenly as can furniture manufacturers or other interests whose raw material is not subject to deterioration. They are forced to cut up the logs they have made ready for shipment because, if they do not, the logs will deteriorate so badly that they will be practically worthless.

Therefore, the curtailment of hardwood production is a process that must extend over several months and that must grow in intensity as this period advances. In other words, a considerable portion of the production of hardwood lumber in progress at the moment is forced production, forced by the desirability if not, indeed, the necessity of saving values which would otherwise be lost. When these logs have been converted into lumber, the greatest decrease in production will be experienced.

And, in this connection, it may be noted that this stoppage of logging must have serious influence on the production of hardwood lumber some months hence. It is the expectation of the trade that there will be improvement in permit-issuing machinery and that there will be a gradual gain in the number of orders placed for southern hardwoods. Indeed, indications are that this increase in the placing of orders and in the movement of hardwood lumber will take place at a time when production of hardwood lumber and logging operations are on the decrease. And, if this view is borne out by actual developments, there will be a period in the not far distant future when stocks of hardwood lumber, whatever may be their tendency immediately, will show notable decreases, decreases which cannot be readily made good because of the small quantity of logs coming out as a result of the curtailment of work in the woods.

As to prices:

The average hardwood lumber manufacturer is convinced that, whatever may happen, prices will have to remain firm unless lumber on hand, as well as that now being placed on sticks, is to be sold at actual loss. Cost of production is steadily increasing and members of the trade here insist that, if there is to be any profit whatever in their operations, prices must work upward instead of downward. Indeed, inability to make a profit out of hardwood lumber under present and immediately prospective conditions is largely the cause of the slowing down in both logging operations and hardwood lumber production. If present stocks cannot be sold at a profit or on an even basis, they point out that it is the height of commercial folly on their part to put more lumber on sticks to be disposed of on such terms.

Prospects Better for Flat Scale of Rates

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, announces that Judge Prouty, director of the U. S. Railroad Administration, to whom the subject was personally referred some time ago, has requested the association to formulate a scale of flat rates into milling points on logs, bolts, billets and other rough material without regard to refund when finished products have been shipped out.

The association has already begun preparation of this flat scale and will have it ready to forward in a short time. Request for the compilation of the scale of rates does not mean that it will be acceptable but just such a development is expected. If it meets with the approval of Judge Prouty and other members of the Railroad Administration, it will apply to the South and Southwest.

The flat scale will have two important results: It will eliminate tying up of large sums of money belonging to the lumbermen in the hands of the railroads pending refund, and it will facilitate the movement of outbound lumber and lumber products because it will make it possible to use any railroad that is in position to furnish cars and motive power.

Under the scale of gross rates, large sums of money have to be put up with the Railroad Administration pending refund when finished products have been shipped, and, in order to obtain this refund, it is necessary to ship finished products over the road originating the logs, lumber or other rough material.

Important Announcements from Washington

By H. C. Hallam

Government Wants Articles of Wood

It looks as though some woods and some woodworking industries are coming into their own, in view of war conditions and the curtailments and changes that grow out of them. For instance, the first government order for wooden beds is believed to be in sight. It will be for the United States Housing Corporation. The demand is for only a limited number of wooden beds as yet, the housing authorities preferring to get metal beds when they can get them. However, the ice seems to have been broken. The beds wanted are understood to be somewhat similar to the mission type of day bed. It has been rumored that the government was about to buy 30,000 wooden beds, but this has not been confirmed.

To a western manufacturer having a contract for 15,000 hospital beds, who complained that he could not get steel enough to make them of metal, it has been intimated at the War Industries Board that wooden beds might be substituted.

Samples of wooden file cases and wooden lockers have been submitted by the furniture manufacturing interests for consideration by the government departments, in view of a recent order that wherever practicable office furniture should be bought in wood.

However, the priorities division of the war industry has announced that by filling certain conditions priority certificates will be given for certain purposes to concerns engaged in the metal beds, cots, couches and bunks industry and the wire bound box industry.

Each of these industries, says a special circular, issued by the priorities division, can supply essential needs if it can obtain certain limited quantities of materials and if such materials are properly distributed among the manufacturers in the industry with a view of balancing and equalizing stocks. No guaranty will be given the industry that the materials called for in any priorities certificate issued can be supplied.

A manufacturer to obtain the certificate must file with the priorities division a statement of stocks on hand, in storage or in transit owned by such manufacturer his 1917 consumption of materials and output of product; and quantities of materials needed to balance stocks to manufacture reduced outputs ordered.

The manufacturers must pledge themselves, also, to observe regulations as to curtailments, economies and substitutions of materials; to devote products to essential uses; not to furnish products for resale to dealers without obtaining a similar pledge from them.

The curtailments ordered for the last four months of the present year require the metal beds, etc., industry, to reduce its production of metal beds, etc., to a basis of not exceeding 50 per cent of four-twelfths of its 1917 output of such products.

One wood using industry that has prospered as a result of the epidemic of Spanish influenza is that of making caskets. There has been such a shortage of caskets in this part of the country that local woodworking plants have had to take up their manufacture in addition to the receipt of many carloads from established factories. This local work has caused postponement of work on a big government order for blackboards which it has been proposed to hang in each meat shop with standard official meat prices displayed on it.

The Spanish "flu" has gotten the goat of representatives of the lumber industry in Washington. Practically the entire personnel of some of the pine bureaus have been hors de combat, while Bob Allen of the fir bureau has been laid up for repairs in Congress hotel, Chicago.

On the other hand, there has been rejoicing in certain lumber circles over the recent arrival of babies in the families of Major A. Mason Cooke of the office of the director of lumber and L. D. Tanner, manager of the North Carolina Pine Bureau. Major Cooke is proud of his red-haired daughter while Mr. Tanner speaks of his heir as a prospective lumberman.

West Coast Men Seek To Move Side Cuts

There has been no change in the fir lumber and log prices fixed by the government, which are to remain effective until January 15. A delegation of fir men here October 11 to talk the matter over with the price fixing committee of the War Industries Board did not even ask for an increase.

Some of the west coast men discussed with government people the situation as regards the sidecuts produced in manufacturing airplane and ship lumber, with the result that they said they had assurances that the government would do the best it could to help move the side cuts.

If the mills are to be kept loaded up with this stuff and take chances on selling it at low prices after the war, Mr. Burnside opined that they would be better off if they were shut down as non-essential, as has been suggested as a government policy for some time with reference to little mills. If the government wants to shut them down the mills will not kick, one man said.

In view of prospective improvements in the sidecut situation, it is understood that Senator Chamberlain of Oregon will not for the present press his plan for a congressional investigation of the matter.

In connection with the proposed movement of side cuts and the lumber embargo, some southern lumbermen say they are getting along well under a so-called rationing system which allows each bureau to ship a limited number of cars per day to each military camp in supplying which it may be interested.

Regarding The Embargo

Offices with authority to issue permits under the lumber embargo have been established as follows:

W. L. Barnes, assistant manager, car service section, United States Railroad Administration, Burlington Building, Chicago, Ill., will issue permits covering delivery in Wisconsin, Michigan, Indiana and Illinois.

H. B. Sargent, special representative of car service section, United States Railroad Administration, Union Central Building, Cincinnati, O., will issue permits covering delivery in the state of Ohio.

F. E. Dewey, special representative of car service section, United States Railroad Administration, South Station, Boston, Mass., will issue permits covering delivery in all New England states.

R. R. Russell, chairman of the freight traffic committee, Jurisdiction of North Atlantic Ports, 141 Broadway, New York City, will issue permits covering delivery in New York City.

R. R. Blydenburg, chairman of domestic section, freight traffic committee, Broad Street Station, Philadelphia, Pa., will issue permits for Philadelphia and the Allegheny region. Permits, however, for same territory may be secured through the central office, of the car service section, Washington, D. C.

Edwin S. King, chairman of the freight traffic committee, B. & O. Central Bldg., Baltimore, Md., has authority to issue permits covering delivery in Baltimore.

E. S. Willcox, committee of freight traffic control, Southern Railway Bldg., Washington, D. C., has authority to issue permits for Washington and has control of traffic through Potomac gateway.

For all other delivering points within the territory affected by the embargo permits will be issued from the central office of the car service section, W. C. Kendall, manager, 718-18th Street, Washington, D. C.

The Wholesale Lumbermen's Bureau here submits the following:

Points to be noted carefully in making requests for permits:

- Consignee's signature and explanation of need.
- Delivering Line Agent's signature and approval.
- Name of Originating Line.

d. If so desired, your own name may be inserted as shipper rather than the mill.

Blanket permits will not be issued for retail yard and other large consumers.

Under certain conditions permits will be issued for cars of lumber and shingles now at Minnesota Transfer, in storage, enroute, and received since embargo became effective.

Requests for permits filed with our bureau office are in the hands of the car service section same date as received by us, and in certain cases we can secure permit number immediately.

We suggest our forms being used not only through the bureau but direct with division offices as they have been very favorably commented upon.

However, in filing applications for permits through any office other than our bureau, only the original sheet is necessary; do not write letters of explanation, but rather secure strong recommendation from local delivering agent whose approval carries great weight. Copy of permit when issued is mailed direct to consignee unless otherwise requested.

Relative to list of eastern freight traffic committees designated in circular of Southern Pine Association, Mr. DeGroot's office advised that this list is incorrect as none of these mentioned have anything to do with issuing permits for shipments of lumber.

West coast members shipping into embargoed territory can save considerable delay, if they will wire their customer the originating line and have customer request permit direct and mail them order and permit at the same time.

Wholesalers Seek to Determine Their Degree of Essentiality

The wholesale bureau has received and sent out communications relative to labor priority for the lumber industry which follow:

From: Chief of Labor Section, Priorities Division.

To: National Bureau of Wholesale Lumber Distributors,

225 Kellogg Building, Washington, D. C.

Subject: Industrial deferment for employees of lumber distributors.

1. This will acknowledge receipt of your letter of October 5. Labor Priority Bulletin No. 1 relates to lumber manufacturers and in general it has been the rule of the priorities division which determines and administers priorities particularly with respect to production to give classifications only to those productive industries which are essential and which require and are entitled to the artificial stimulus of general preferential treatment with regard to fuel, labor and transportation service. We enclose a copy of Preference List No. 2 the "Foreword" to which will explain the nature and scope of the work done by the priorities division. You will notice that with one exception distributors of even the most essential products are not listed. That does not mean that they are considered nonessential.

2. This preference list will be before the district boards and will be to a certain extent used by them as a guide in passing upon claims for industrial deferment but it is not necessarily binding upon them and this is particularly true with respect to businesses and occupations which do not come within the scope of the list. It is therefore the privilege of those of your members who believe that they are conducting a "necessary" business within the meaning of the term as defined in the revised selective service regulations to make application for industrial deferment for their "necessary" employees and the district boards are not debarred from favorably considering such claims by the mere fact that your industry is not upon the preference list or otherwise classified by the priorities division.

(Signed) A. W. CLAPP,

Chief of Labor Section, Priorities Division.

Compiling Lists of Bidders

Announcement has been made of the establishment of a centralized list of bidders on articles purchased by the Quartermaster's Corps:

There is being established in the office of the Quartermaster General a centralized list of bidders on all articles purchased by the Quartermaster Corps. The list is for the purpose of maintaining a closer relationship between the manufacturing and business concerns of the country and the procurement divisions of the office of the Quartermaster General.

The bidders' list is being consolidated from the names of those concerns which have been doing or bidding on work for the Quartermaster General's office or for the quartermaster depots throughout the country, and to it is being added the names of those manufacturers and business concerns who make application for a place on the list. It is expected that when the work is completed there will be at the disposal of the procurement officers of the office of the Quartermaster General a list of firms which produce all the articles and materials needed by the corps, through which the procurement officers can keep in close contact with the manufacturers and can communicate with them from time to time in connection with proposed purchases and requirements of the Government on the several items. This will not interfere with the present method of advertising and publicity for Quartermaster Corps purchases.

Work on the list is progressing rapidly and persons or concerns desiring their names recorded should send a brief statement of their facilities to the Purchase Records Branch, Supply Control Division, of the office of the Quartermaster General of the Army, Washington, D. C.

Aircraft Production Well Under Way

That American aircraft production is now going ahead in a satisfactory manner and so will use constantly increasing quantities of wood is indicated in the report of an officer, who says:

Air-test pilots and ferry pilots were all of the opinion that the plane was excellent. The French ministry thought so well of the Liberty motor that the under-secretary of state for aviation, M. Dumesnil, informed me that the French would gladly take every motor we could produce which we could not use ourselves. I was also given the same information by Capt. de Havilland, the designer of the de Havilland plane.

Lieut. Col. Warwick Wright, royal air force, stated to me that the method of packing the plane was considered by the British to be so good

that it could not be improved upon. Out of 750 cases which I inspected I only discovered one in which the contents were badly damaged.

Government Lukewarm On Credit Assistance

Business concerns that may have been figuring on obtaining government credit or assistance to tide them over the war period may be interested in the statement of Chairman Baruch of the War Industries Board that the capital issues committee and the War Finance Corporation will not authorize the extension of credit or government help except with the approval of the board.

Mr. Baruch is not interested in proposed programs for reconstruction after the war. He is engaged in making war and believes it a mistake to think peace under such circumstances. It has been suggested to him, however, that the same organization that has converted industries from peace to war work might reverse the process and reconvert from war to peace lines. It is considered logical by some, for instance, that George Peak, who was connected with a Moline agricultural implement company, from which he was drafted to take charge of the conversion of industry into war lines, might be placed in charge of turning present war industries back into lines of peace activity.

Curtail Certain Lines

The priorities division has announced the following wood-using industry curtailments:

LAWN MOWERS: From October 1, 1918, for three months curtailed to 40% of 3/12 of 1917 production and that the industry be notified to get on war work before the expiration of said three months.

STEP LADDERS: Six months from October 1, 1918, curtailed to 2/3 of 6/12 of 1917 production.

SCALES AND BALANCES: Six months from October 1, 1918, curtailed as follows:

1. Heavy track scales and heavy automatic dial scales curtailed to 50% of 6/12 of 1917 production.

2. Store and counter and Spring scales and balances curtailed to 40% of 6/12 of 1917 production.

3. Automatic dumping and recording scales curtailed to 50% of 6/12 of 1917 production.

4. Scientific scales not to be curtailed.

SPORTING ARMS AND AMMUNITION: Subject to revision, curtailed on the 12 months basis to 10% of 1917 production.

RAT AND ANIMAL TRAPS: For six months from October 1, 1918, curtailed to 50% of 6/12 of 1917 production.

ICE CREAM FREEZERS: For six months from October 1, 1918, curtailed to 40% of 6/12 of 1917 production.

Various Phases of Labor Situation

Lieut. Col. Bowlby has been placed in charge of raising several regiments of sappers for service in France and Lieut. Col. Court DeBois of the 20th forestry engineers regiment has taken up the work of selecting officers for 20 new battalions of troops for that regiment. He has headquarters in one of the war department buildings here.

Rear Admiral Palmer, chief of the Bureau of Navigation, Navy Department, has directed Captain W. A. Moffett, commandant of Great Lakes Naval Training Station, to send to the forest fire district in Minnesota as many men as were needed to assist in the work of relief. These men will be thoroughly equipped for the work, gas masks being a part of the equipment.

Many men are being furloughed from the army and assigned to limited service in the spruce woods of Maine, it is stated, where they help cut material for airplane wing beams. If they don't stick to their jobs they go back to military camp life. A similar plan has been considered to increase the production of birch timber for veneer for airplanes in the lake states, but it has not yet been found necessary to adopt, so far as has been learned here. Woodsmen obtained in this manner are understood not to be uniformed like Gen. Disque's Loggers Legion on the West coast.

Many war industries in the state of Washington are being hindered by a shortage of labor, both skilled and unskilled. This shortage exists principally in the shipyards and the contract shops in the output of ship materials, in railroad work, logging camps, lumber mills and coal mines. There is also a shortage of carpenters and building trade workers in connection with the housing program of Seattle and Bremerton.

Paragraphs of Interest

Bills have been introduced and reported in the House of Representatives to authorize certain Oregon and California people the

right to cut timber in Idaho and Nevada, respectively for agricultural, mining or other domestic purposes.

According to a statement by Assistant Secretary of War Crowell there was shipped to the American engineer troops abroad up to August 31, 57,000 tons of lumber including railroad ties, bridge stringers, piles and the like, the balance used being purchased in Europe. Up to June, 1919, it is estimated by the department that the tonnage of construction material purchased in Europe will be 12,352.

The R. A. Long properties of Kansas City have purchased Woodley, the home of the late Senator Newlands of Nevada, in the outskirts of Washington, as a home for Capt. Hayne Ellis, U. S. N., and Mrs. Ellis. The latter is a daughter of R. A. Long. Woodley is an historic mansion, having entertained Gen. Washington, Gen. Winfield Scott, Presidents Buchanan, Tyler and Cleveland, and others.

On October 28 the navy department bureau of supplies and accounts will open bids for furnishing various lots of ash, oak, spruce, birch and other lumber, also some thousand handles, brooms and swabs.

The general supply committee of the treasury department is opening bids this month for furnishing hundreds of packing boxes of many sizes and materials for use by government departments in Washington.

The war and conservation program of the furniture industry has not yet been issued in its revised form. It has been delayed somewhat by the absence of Mr. Ware, a furniture man of the conservation division, War Industries Board, who has been studying the question of conserving space and materials and shipping facilities in the packing of furniture.

The new war service committee of the furniture industry is at work with W. H. Coye in charge of the Furniture Industries War Service Committee office.

J. K. Van Hoff of that office is wearing two gold stars on his sleeve, being in mourning for the recent death of his two sons, both of them lieutenants in the army, one having died from wounds in France, the other from pneumonia at Camp Devens, Mass.

The War Industries Board is planning to use some of the new wooden ships to bring wool from Argentina and other countries to supply part of the civilian needs for wool in the United States.

Of interest to lumbermen, it is believed, is the announcement that a committee on allocation of wire rope has been formed in the War Industries Board and charged with the duty of controlling the placement of all orders for wire rope for the shipping board. This applies only to wire rope to be manufactured. Present stocks are exempt from the rule.

Government Building Activity

Chairman Baruch of the War Industries Board has supplemented his original report to the Senate on the building situation by submitting a statement of his modification of the building curtailment order so as to permit farm construction work up to \$1,000 in cost without special government license.

Building restrictions do not apply to work for the government, of course, and many new projects are being undertaken. The War Department needs experts for construction work and the Civil Service Commission has been asked to supply them.

Here in Washington barracks for several thousand enlisted men of the army who are detailed for clerical duty in the government departments are being constructed. They are in units to accommodate 66 men each. Another local project is the construction of a housing unit to accommodate 2,300 war workers in the capital city. The housing bureau chief has testified that a cost plus percentage profit basis for constructing government dormitories here is satisfactory and fair and does not permit profiteering.

Among the housing operations of the government are the following:

Bungalows, barracks and other accommodations for munitions workers in connection with the picric acid plant at Grand Rapids, Michigan, which buildings will cost \$450,000. The plans call for twenty-six 5-room bungalows, thirty 6-room bungalows, five barracks for 100 men each, a welfare

house with seating capacity of 150 people and hospital. The work will be done under the direction of the construction division of the army.

Contract for 100 houses, 3 dormitories and 1 school and utilities at Indian Head, Md., awarded to Wesley B. Porch, Atlantic City, New Jersey.

Contract to James Stewart & Co., New York, for 332 buildings at housing project Erie, Pa.

Contract to H. P. Cummings Construction Company, Ware, Mass., for constructing dwellings, utilities and town planning, 64 buildings at New London, Conn., 16 buildings at Groton, Conn.

Contracts to Rold Company, Pittsburgh, for office building, cafeteria and garage at Neville Island, Pa., where the big government gun plant is located.

Contract to R. F. Jones, Hartford, Conn., for twenty-four 2-family, ten 1 family houses and town planning at Newport, R. I.

Contract to Edward B. Lee, Erie, Pa., for apartment house there.

Bids were received on October 11, 1918, for the U. S. Housing Corporation's project at 23d and B Streets, N. W., Washington, D. C. The contract which was let on a lump sum basis was awarded to Moss, Taylor & Crawford, 701 No. 63d Street, Philadelphia, Pa.

This development consists of 10 residence halls, 28 apartment buildings, 1 infirmary and a combined administration, cafeteria and power building.

Waddy B. Wood, of Washington, D. C., is the architect for this project.

Other government construction work has been announced as follows:

Work has started on the conversion of Ft. Sheridan, Ill., into a base hospital which, when finished, will have 4,000 beds. It will be one of the largest in the country. The estimated cost of the new buildings and the alterations to the present buildings to fit them for their new purpose is \$3,423,000. The work will be done under the supervision of the Construction Division.

Plants for the manufacturing of shells are being erected in connection with the Laclede Gas Light Plants in St. Louis, Mo. They will be finished in about four months. The estimated cost for the two is \$3,830,300. The contract has been awarded to The Austin Company, Cleveland, O.

The work of rebuilding the wrecked T. N. T. plant at Morgan Station has been gotten well under way. At present it is impossible to estimate fully the cost of reconstruction, but it will be between \$5,000,000 and \$10,000,000. The work will be done under the supervision of the Construction Division. The erection of a T. N. T. plant at Giant, Cal., has been authorized. Estimated cost is \$1,438,000. The plant is to be located on land adjacent to the nitric acid plant of the Giant Powder Company, located at that place. The construction work is to be under the supervision of the Construction Division of the army.

Two sulphuric acid plants are to be erected in Pennsylvania under the supervision of the Construction Division of the army. The estimated cost for both plants is \$3,000,000.

One plant will be located at Emporium while the other will be erected at Mt. Union.

From Europe comes the report that England and France are much interested in American ready-built, knockdown or portable houses. They are wanted for reconstruction purposes in devastated regions and for other purposes. Lumber Trade Commissioner John R. Walker, representing the department of commerce here in England and France has intimated that he could use to advantage catalogues of American manufacturers of such houses who are interested in the foreign market, as they would enable him to better answer inquiries.

Over 1,000 buildings have been constructed, remodeled or bought by the Y. M. C. A. for army entertainment and help purposes in connection with army camps in this country and in Europe, it is announced by George W. Perkins, financial director of the Y. M. C. A.

Carpenters to Enlist

Charles A. Bowen of Detroit, secretary of the National Retail Lumber Dealers' Association, has established headquarters in the Southern building, Washington, and is keeping in touch with the lumber situation as related to government activities. He is co-operating with James R. Moorehead of Kansas City, secretary of the Southwestern Lumbermen's Association, who also is in Washington. Mr. Moorehead has arranged with Judge Parker of the priorities committee and with the U. S. Employment Service for a plan under which retail yards will advise carpenters out of work where and how they can obtain work under the government which needs their services. The idea is to have carpenters practically enlist and agree to respond to government calls for their services

where needed. Uncle Sam would agree to transport them to the job and see that they are properly paid and taken care of. Government officials are enthusiastic over the plan.

There are rumors of government price fixing plans for hardwoods, but they are not confirmed.

The price hearing and conference relative to Pennsylvania hemlock lumber has been postponed until about November 15.

The work of selecting officers and making other arrangements in connection with the recruiting of twenty new battalions of the Twentieth forest engineers regiment has been taken over by Lieut. Col. Court DuBois of that regiment. Lieut. Col. H. C. Bowlby, who came back from France to begin it, has been assigned to similar work in connection with the recruiting of several new regiments of sapper troops.

Col. DuBois, who has been in France for some time, has now gone to the Pacific coast, where he will be for two or three weeks in connection with the recruiting of the new battalions. In his absence Major David T. Mason of the Twentieth foresters is in charge of the office of the new battalions in Washington.

It is stated that 15,000 children of workers in big munition boom towns are to be educated at the expense of the federal government in school buildings erected at its expense. About \$2,500,000 have been set aside for these buildings.

Over 2,500,000 rifles have been turned out by American munition works, it is officially stated, since the United States entered the war.

NEED OF MOTOR TRUCKS

So great is the need for motor vehicles by the American expeditionary forces that instructions have been issued here to speed up the production of trucks in this country and their assembly at army motor transport stations, also their shipment overseas. At the same time warning has been issued that trucks should be repaired wherever possible instead of being scrapped or replaced by new vehicles.

In announcing its findings suggesting price adjustments on print paper, the Federal Trade Commission has this to say about "wood cost increases":

The accountants' report shows an increase in wood cost for the International Paper Company amounting to \$3.75 per ton of paper. In arriving at the base price of \$3.10 per 100 lbs. effective April 1, 1918, the commission took into account an increase in cost of \$2.50 per ton of paper, since the International Paper Company and the Minnesota & Ontario Power Company were practically on a new wood basis after April 1.

In calculating the base price of \$3.50 per hundred pounds, the reviewing arbitrators also apparently took into consideration, the factor of increased wood cost. They say in paragraph 15:

The actual cost of making one ton of newsprint paper in an average mill, out of recently gathered wood and without any allowance for stumpage not actually paid, was not less than \$48, on or about April 1, 1918.

No wood has been gathered since that date, wherefore the increased wood cost is taken to be included in the reviewing arbitrators' calculations.

The commission, therefore, finds that no increase in price is to be made as a result of claimed increases in wood costs.

A recent ruling of the car service section of the railroad administration allows all shipments of forest products consigned direct to coal mine companies to move without permit under the general lumber embargo.

MEETING CERTAIN WAR CONDITIONS

The National Bureau of Lumber Distributors believes that it has gotten its engine oiled, tuned up and shaken down, and that it is in a position to turn its attention to matters such as the following:

Assisting our members in disposing of side-cuts and red cedar shingles. Work in connection with the housing corporation.

Matters pertaining to the embargo, which is a very large proposition but which thus far is working satisfactorily, according to the officials of the railroad administration.

Work in connection with the U. S. Chamber of Commerce.

Handling exemptions for essential men liable to draft who are connected with our independent mill friends.

The United States Employment Service believes that many carpenters and builders can be diverted from unnecessary jobs to war work. It bases this belief on reports it has received from many cities and from building trades organizations, etc. At present

there is a shortage of thousands of carpenters on army construction work, whereas many thousands are reported available in the Middle West.

Sixty-nine wooden steamers by January 1 is the ambitious program of the state of Oregon. The types under construction there range from the 3,500 Ferris ship to the 5,000 Daugherty type.

The good points about the Ferris ship are believed to have been shown some time ago when the Ferris wooden ship Coyote stood the test of a hurricane in a port in North Atlantic islands. Despite a 90 mile per hour, extremely heavy seas, a collision with another ship, the fouling of her anchors by two or three other vessels, and being driven into two coaling jetties that she smashed and finally being driven ashore, the Coyote returned to this country under her own steam, dodging submarines en route, and was inspected and reported in good condition by government officers.

Veneer Supplies

Arrangements are being made under which it is thought that all the birch veneer required for the government airplane program may be obtained. It is planned for the government to buy birch face veneer, which will be turned over to the contractors who make panels and veneering for airplane construction. This will not be necessary, it is understood, with regard to core stock for the panels. Some of this will be basswood—more than has heretofore been used for this purpose.

It is stated that prices have not been decided upon, nor have contracts been awarded. Information as to the quantities of veneer corestock and paneling to be obtained is not available. These and other points connected with the matter were the subject of discussion at a recent conference here between Mr. Philbrick of the director of lumber's office, Mr. Wickliff of the aircraft bureau hardwood section; Roy Jones, manager of the Northern Hardwood Emergency Bureau, and representatives of a number of birch and basswood veneer firms of Wisconsin, Michigan and other northern states.

It is expected that another conference will be necessary to settle some of the points that came up at the recent meeting. Meanwhile it is understood that the Federal Trade Commission will investigate the costs and business of a few representative concerns, so that a reasonably fair idea can be obtained as to what prices ought to be paid for the panel veneer stock.

The Northern Hardwood Emergency Bureau has been quite busy lately handling government orders for hemlock lumber. Already such orders have reached 10,000,000 feet this month.

Postponement of the price fixing committee's hearing on Pennsylvania hemlock lumber prices, also on prices of New England spruce lumber, has been decided upon for thirty days.

Earl Smith of the office of the director of lumber is slated for a commission as first lieutenant in the 20th forestry regiment, which is being recruited in this city. F. L. Sanford of Zona, La., and other well-known lumbermen are also reported to be scheduled for army commissions.

R. B. Allen, secretary of the West Coast Lumbermen's Association, has left for his home in Washington state.

One furniture exhibition per year has been authorized by the war industries board, it is understood, although there has been considerable sentiment in official circles against such affairs. The concession granted is considered a big thing for the furniture industry. P. B. Schraevande of the wood products section of the War Industries Board has been working overtime for an exhibition. The exhibit may be held at more than one place, but all at the same time, namely, April or May.

The War Industries Board has issued a final schedule or program of conservation for the furniture industry, so far as bedroom, dining room and upholstered furniture, chairs, parlor frames, extension, library and bedroom tables are concerned. The new schedule is considerably different from the tentative one promulgated several weeks ago.

Motor Truck Contracts

Contracts for motor trucks, chasses, ambulances, trailers, tractors, passenger cars, motorcycles and bicycles amounting to approximately \$130,000,000 have been placed by the motors and vehicles division in the office of the director of purchase and storage to supply the requirements

of the motor transport corps. The orders placed call for: 800 3½-ton trucks, 202 2-ton trucks, 500 1½-ton trucks, 600 5-ton chasses, 1020 3½-ton chasses, 6250 3-ton chasses, 2100 2-ton chasses, 565 1½-ton chasses and 400 millitons. Twelve hundred 33 chasses have been ordered and also 24,950 Class B chasses, for which the government will furnish the 11 major units.

Contracts have also been placed for 3584 10 ton trailers and 150 4-wheel trailers. Orders for 13,500 4-wheel drives have been placed which are handled as amendments to ordnance contracts. Other orders include 8000 standard Ford 5-passenger cars, 1000 Dodge 5-passenger cars, 300 Dodge winter cars, 558 limousines, 3000 delivery cars, 350 motorcycles and 15,050 bicycles. Deliveries on these orders are to begin immediately in some instances and will extend over a period of several months.

Housing Matters

Bids were received on October 15, 1918, and contract for 37 buildings for 108 families (housing only) at Staten Island, N. Y., was awarded to Bing & Bing Construction Company, 119 West 40th St., New York City.

Bids were received on October 14, 1918, and contract for 31 houses, utilities and town planning at Portsmouth, N. H., was awarded to the Murphy Construction Company, 7 Water St., Boston, Mass.

Bids were received on October 16, 1918, and contract for a temporary boiler house at Neville Island, Pa., was awarded to The Rodd Company,

Century building, Pittsburgh, Pa.

The housing bureau has also recently awarded contracts to A. F. Wendling Company, Massillon, O., for 65 houses at Warren, O., and to Edward A. Wehr, Pittsburgh, Pa., for 54 buildings at Butler, Pa.

Greater safety for munitions workers in their homes, through locating their village settlements at points a safe distance from the plants in which they are employed, is the policy involved in the contracts recently let for 500 ready-cut bungalows, and 30 dormitories, to be used in housing workers not now provided for but to be used in the South Amboy section, about which there are half a score plants on ordnance contracts.

This plan is not the result of the recent explosion at the Morgan plant of the T. A. Gillespie Company, but should have a tendency to check any timidity over accepting munition plant work, because of the wide publicity given the details of that accident. The idea of centralized villages for workers within easy access and still at safe distance from the factories had already been taken up with the U. S. Housing Corporation, which will supervise the contract for the South Amboy workers' village. This village, which will take care of about 4000 workers, is to be located at Ernston, N. J. Workers are employed at six plants in the neighborhood.

The same plan of safeguarding the workers is to be employed by the Ordnance Department at the Port Penn plant just south of Wilmington. Here a village to accommodate 3000 workers will be erected three miles from the plant.

Proposed Association Merger

Southern Hardwood Manufacturers at Last Get Together

For some years there have been several hardwood manufacturers' associations operating in the Southland and none seemed to be able to draw the full strength of the production into one association. Several conferences have been held in the last two or three years endeavoring to form what is known as a larger national organization to get together, if possible, every element of the hardwood business into one association. These efforts have perhaps helped the cause by making friends out of manufacturers, wholesalers and others who have affiliated with these various organizations, but in former conferences the split seemed to be generally on the inspection problem, or some bunker that, while not important, was used as a hazard in forming the larger association.

The southern manufacturers in all branches have felt that there was a need for closer co-operation. Illustrating that thought, at one time there were several emergency bureaus at Washington really representing the same interests without any coalition or co-operation. This made it difficult for lumber chiefs and the government, and while some good came out of each effort, it would have been very much easier for the government lumber purchasing departments to have done business with one bureau representing all the hardwood manufacturers of the United States. This up to the present time seemed to be impossible because, as you know, the National Hardwood Lumber Association is composed of two elements—manufacturers and wholesalers. But the present conference, which was between the two executive committees of the Hardwood Manufacturers' Association and the newly formed American Hardwood Manufacturers' Association, resulted after a day's conference in the following resolutions:

Due to war conditions and as a result of suggestions emanating from Washington, it is deemed imperative that the manufacturers of hardwood lumber get together in one manufacturing organization.

Growing out of the above thought, the executive committees of the American Hardwood Manufacturers' Association and of the Hardwood Manufacturers' Association of the U. S. A. met at Louisville, Ky., this October 19, 1918. The following recommendations and agreement was entered into:

1. It is agreed that the hardwood industry would be better served if there was but one association of hardwood manufacturers.

2. To achieve this result it is recommended that the membership of the American Hardwood Manufacturers' Association and the Hardwood Manufacturers' Association of the U. S. A. unite, and it is agreed that all members of the Hardwood Manufacturers' Association of the U. S. A. should at once affiliate with the American Hardwood Manufacturers' Association.

(To this end the board of governors of the Hardwood Manufacturers' Association will at once devise some proper method to present this recommendation to the members of their association.)

3. It is understood that the American Hardwood Manufacturers' Asso-

ciation will hold a special called meeting during December, 1918, at Louisville, Ky., and this because of the convenience of said point for the enlarged membership growing out of this agreement.

4. It is understood and agreed that until the special called meeting above mentioned has been held the Hardwood Manufacturers' Association of the U. S. A. will continue to function as at present and this to the end that it may dispose of and close up its business.

5. It is agreed that the members of the Hardwood Manufacturers' Association of the U. S. A. joining the American Hardwood Manufacturers' Association as herein provided will not be required to pay any dues until said special called meeting is held and dues to the American Hardwood Manufacturers' Association shall be effected from January 1, 1919, for one (1) year.

6. The executive committee of the American Hardwood Manufacturers' Association agree that at said special called meeting all questions of inspection rules and the application and administration thereof will be submitted to the enlarged association of manufacturers, and whatever action majority of said meeting concludes, such action will control and determine the problem of grading rules and their application and administration.

7. The purpose of this agreement is to enable the manufacturers of hardwood lumber to present a united front on all problems that are now urgent in Washington as now relating to that industry and thereby seek to avoid confusion and complications which have existed in the past. Further, that we may hereby lay the foundation for constructive work when business conditions become normal.

8. This agreement is entered into with the solemn purpose of uniting the manufacturing branch of the hardwood industry into one organization, and this to the end that the important problems solely of interest to these manufacturers may have uniformity of treatment.

Signed:

E. O. ROBINSON,	R. L. JURDEN,
LEON ISAACSEN,	E. A. LANG,
B. B. BURNS,	M. B. COOPER,
J. W. MAYHEW,	T. M. BROWN,
W. E. DELANEY,	J. W. MCCLURE.

There is no doubt that the recommendations made by these joint committees will be accepted by the duly authorized membership of these two associations. It means, however, an association which can work out national problems like the present and proposed tax laws, which do a great injustice to the lumber industry both in assessment for war purposes and the regular tax list without giving the lumber manufacturer a fair representation in profits or credit for the building of an investment in timber to which the government price committees refuse to credit the real value. Notwithstanding, they were supported not only on built-up values but by actual lumber sales.

There is legislation of all kinds coming up in the various sections of the country which should be handled by a national organization. Several local associations have been benefiting by the exchange of ideas on cost, sales and valuation records, but it seemed

(Continued on page 33)

Rosewood as Veneer Material

Origin of Wood and Its Cost Laid Down at the Factories in This Country

MANUFACTURERS OF VENEER are apparently overlooking the possibilities of rosewood as a fine material for high-class articles. They handle only three per cent of this wood arriving in the United States; or, at least, that is the showing made by statistics. The qualities of rosewood are such that it ought to have a prominent place in the factories that use veneer. It is costly, and for that reason it should be cut thin to make a small quantity go a long way. The entire output of veneer reported in the country the last census, was cut one-thirtieth of an inch thick and was manufactured by the rotary process, and all in the state of Ohio. Later statistics would probably show different results.

The annual consumption of rosewood in the United States for all purposes is shown in the following figures, compiled by the Forest Service:

Industry	Feet board measure
Professional and scientific instruments.....	219,353
Fixtures	52,925
Musical instruments	49,645
Railroad cars	37,000
Sporting and athletic goods.....	24,400
Handles	15,456
Furniture	15,280
Brushes	12,050
Faucets	10,642
Artificial limbs	10,000
Doors and sash.....	6,100
Carpet sweepers	5,500
Novelties	3,613
Picture frames	2,420
Electrical apparatus	2,200
Boats	1,600
Shade rollers	1,000
Plumbers' woodwork	1,000
Clocks	290
Tobacco	100
Total.....	471,734

Rosewood is a somewhat general name and is applied to several kinds of trees, all of which do not belong to the same family. Rosewood belongs to the same family as our locust, redbud, and Kentucky yellowwood. No rosewood grows naturally in any part of the United States, but it is strictly a tropical tree.

A general misunderstanding exists as to the origin of the name. It is due to the odor, not the color of the wood. No rosewood has a rose color, but all of the different species smell like a rose, if the wood is freshly cut. It gives off that odor while burning, and under the action of great heat a resin with strong, pleasant smell, exudes from the wood.

While the different kinds of rosewood differ in weight, all are heavy; and they likewise differ in hardness, though all are hard. The hardest is nearly as hard as ebony

and the lightest is heavier than sugar maple. The heaviest sinks in water almost like a stone.

It is not possible to be exact in definitions of rosewood, because authorities differ or are in doubt regarding some of them.

Wanks river rosewood comes from Honduras and is sometimes known by the name of that country, though the region where it first came into notice is in Nicaragua. The thoroughly dry wood sometimes weighs as much as seventy-seven pounds per cubic foot, though some is lighter. In color it is among the palest of the rosewoods. The wood is nut brown with narrow black lines.

From the same general region comes another rosewood called the Nicaraguan. In color and weight it is so much like that from Wanks river that the casual observer would take them to be the same, and possibly they are the same, though there is high authority for considering them as belonging to different species.

Still another comes from Central America and is commonly called Nicaragua rosewood. It is considerably lighter in weight than the foregoing species, and the wood's color is wholly different. It is brilliant red or reddish orange, and narrow, black lines are plentiful.

The dark line is so often present in rosewood that it may be considered a characteristic feature. The Nicaragua wood feels like marble, being smooth and cool to the touch.

The best known rosewood and the one most widely used comes from Brazil and the West Indies. Different species may pass by the same name. That known as "Bahai rosewood" may be different from the Brazil rosewood, which is *Dalbergia nigra*, and may be taken as the type of all the rosewood group. It is the wood commonly met with in this country. So far as figures at hand show, it is lowest in weight of all American rosewoods, still the oven-dry wood will sink. Its color is blackish or purplish, or it may be quite black. It displays the usual dark streaks. In Brazil they call this wood "jacaranda."

Rosewoods come from Africa, Asia, and islands of the Indian Ocean, as well as from tropical America, but some from the eastern countries that pass as rosewood are not even in the rosewood family. The following, however, are true rosewoods:

African blackwood or Senegal ebony (*Dalbergia melanoxylon*) grows in tropical Africa, and that imported to America comes principally from the West Coast, whence comes also the African mahogany. Many persons who use this rosewood suppose it is ebony, so dark is its color. Apparently it reaches America in quite small quantities.

A species of true rosewood comes from India and adjacent islands, but most buyers and sellers list it as blackwood or Rosetta rosewood. The wood is brown with

POPLAR

LET US cut some of that soft yellow poplar into faces, cores or cross banding for YOUR WAR orders.

PLYWOOD

We are equipped to manufacture from the log to you.

THE LOUISVILLE VENEER MILLS

Makers of good veneers and panels for thirty years

LOUISVILLE, KENTUCKY

VDENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

narrow black lines. In weight it falls below any rosewoods previously mentioned in this article and dry specimens will barely float in water.

The lightest rosewood on the list grows in Ceylon, but it is often called purple ebony, though, of course, it is not an ebony. It is little heavier than sugar maple. The wood is a rich, dark purple with the characteristic black lines.

Rosewood is expensive. Its cost is approximately double that of mahogany, but rosewood varies in price, as all other commercial woods do. The cost is governed by the grade and the market. The average price paid during a whole year for rosewood by manufacturers in Pennsylvania was \$462.89 per 1,000 board feet. The wood is nearly always bought in the log, and if it is purchased by weight, the price is figured on the foot basis. The average price during a year in Illinois was \$233; in New York \$219.89, and in Connecticut, \$225.40.

Connecticut is the largest user of rosewood of all the states. It consumes nearly as much as all the other states together. The rosewood articles reported manufactured in Connecticut are tool handles, gauges, clocks, levels, organ stop knobs, and planes. Not one of these calls for veneer, unless possibly clocks. In New York the list of rosewood articles is longer, though the total demand for the wood is not one-third that of Connecticut. In New York the manufactured articles that might call for veneer are billiard tables, brush backs, cabinets, fixtures, furniture, musical instruments, picture frames, and show cases. In Illinois the articles made in part of rosewood, in which veneer might be used, are furniture, musical instruments (including drum shells) and fine carriage bodies. It is worthy of note that rosewood interior car finish is not mentioned in Illinois statistics, though it is commonly believed that many Pullmans and diners are finished with rosewood and that veneer is used in large amounts in their construction.

Anderson Tully Starts Wire-Bound Box Plant

The wire-bound package plant of the Anderson-Tully Company, North Memphis, will be ready for operation within the next few days. All machinery has been set up with the exception of the electrical equipment which will furnish the motive power. This plant will have a daily capacity of one and one-half cars from the first. This will be later increased to 2 and one-half cars. It is the first establishment of this kind in this part of the country.

The Williamson Veneer Company, which runs a big plant at Highlandtown, a Baltimore, Md., suburb, has lately been advertising freely for workers. It made an appeal to them on patriotic grounds, stating that it is engaged in the manufacture of airplane material and gun stocks, for which latter purposes especially quantities of walnut are used.



GOVERNMENT CONTRACTORS NEEDING

ROTARY CUT POPLAR and GUM VENEER

WRITE US

Our Rotary Veneer Factory is now operating and we are prepared to furnish you Rotary Veneer for quick shipment.

This Factory was constructed mainly for furnishing Veneer to the Government or to those having Government contracts. For this reason such orders will be given preference.

Veneer under $\frac{1}{8}$ " in thickness is dried in our textile dryer. $\frac{1}{8}$ " and thicker is dried in our vacuum tunnel dryer. All veneer comes out flat and dry. Can cut lengths up to 98". Nothing but Clear logs are put into our lathe, which gives you high grade Veneer.

To those who do not require Veneer in carload lots, we offer a strong inducement for your business by furnishing mixed cars of Rotary Cut Veneer, Sawed and Sliced Quartered White Oak, Figured Red Gum, and Hardwood Lumber all from our own mill. Carload shipments mean quicker deliveries, eliminate damaged goods, save L/C/L freight, and get closer prices.

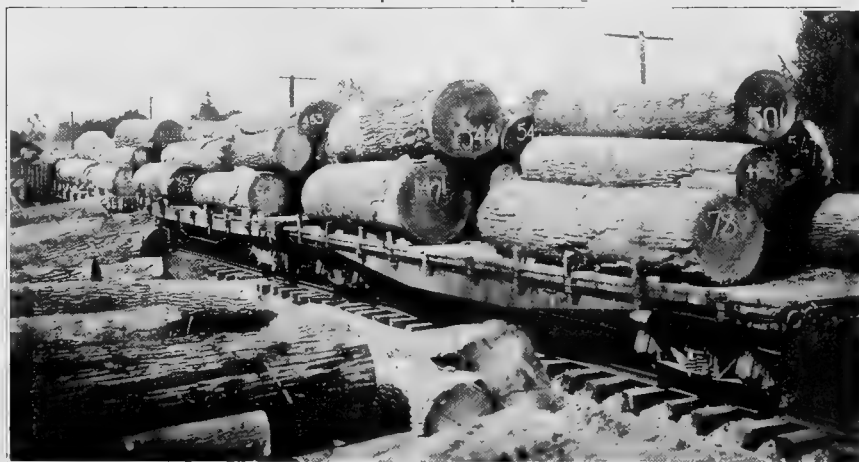
Those who use our products know that "N. B." is a significant expression, and that its meaning, "None Better," has been established thru years of earnest desire and endeavor to make our products and our service fully satisfy—which is the basis of real salesmanship.

Correspondence Invited

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

A Fair Sample of Our Poplar Logs



LONG-KNIGHT

LUMBER COMPANY

CYPRESS

WALNUT—HARDWOODS

WALNUT LUMBER
30,000 ft. 1" FAS
3,000 ft. 5/4 FAS
1,000 ft. 8/4 FAS.

200,000 ft. 1" No. 1 C.
15,000 ft. 5/4 No. 1 C.
11,000 ft. 6/4 No. 1 C.
3,000 ft. 8/4 No. 1 C.

150,000 ft. 4/4 No. 2 C.
38,000 ft. 5/4 No. 2 C.
28,000 ft. 6/4 No. 2 C.
22,000 ft. 8/4 No. 2 C.

VENEERS

255,000 ft. 1/28" Mahogany

227,000 ft. 1/28" Walnut

367,000 ft. 1/28" Butt Walnut

Manufacturers and Wholesalers

Indianapolis, Indiana

Letters From a Panel User ABOUT FINISHING

Monroe, Mich., October 13: Many of us, however, neglect a very important part of veneered work, and that is the finishing. Success in finishing, which means getting perfect work at a low cost, can be reached only along one road. Each operation must be properly done before the next is started and the materials must be absolutely dependable. Most troubles in panels are in evidence after the stock is finished. The finisher cannot cover and correct the defects due to improper veneering. The stock may be properly veneered from perfectly dry materials; the workmanship be all that can be desired, nevertheless after the finisher performs his part of the work, we discover defects that may kill the sale of the article.

The literature offered today covers highly intelligent information and all the finisher need do is apply it.

Before the goods are taken to the finishing room they must have passed inspection and be pronounced perfect. Next the stainer should study the piece. When making this statement I do not mean that he should spend minutes in observing and thinking about how he should proceed with the work, but if he understands his business he can tell at a glance what is to be done. After staining he must again inspect the work and wood which shows up too light after staining must be gone over again. Indeed, an expert in this line can so well match various colored pieces of wood that one would think the entire article is constructed from wood of absolutely the same color and texture. It must be remembered that after the filler, shellac and varnish are applied it will be too late to correct color or shade troubles. So we must have the right foundation before we proceed with the work.

A transparent stain should be used and on mahogany or birch we strongly suggest the use of a water stain. Some say that water will raise the fibers of the wood. This is true but may be overcome by allowing the stain to dry out thoroughly, then coating

with a very thin solution of shellac; not more than 1 pound of gum to the gallon of solvent. Bleached shellac is better than orange for mahogany, but it must be fresh.

Good filling is essential to good finishing. Many finishers use their filler too heavy. This is an absolute waste of material. Put the filler on thin and rub the pores full and you will find that it dries better.

The paste should be reduced to a thick, creamy consistency with turpentine, and applied with a rather stiff brush of bristles. After setting it must be rubbed off across the grain of the wood with a piece of burlap, tow, or excelsior, being very careful not to pull out any of the filling. Perhaps more defective finish can be traced to poor filling than to any other cause. Unless the surface is smooth, and the suction of the pores is stopped, it is impossible to get a good finish with three or even more coats of varnish.

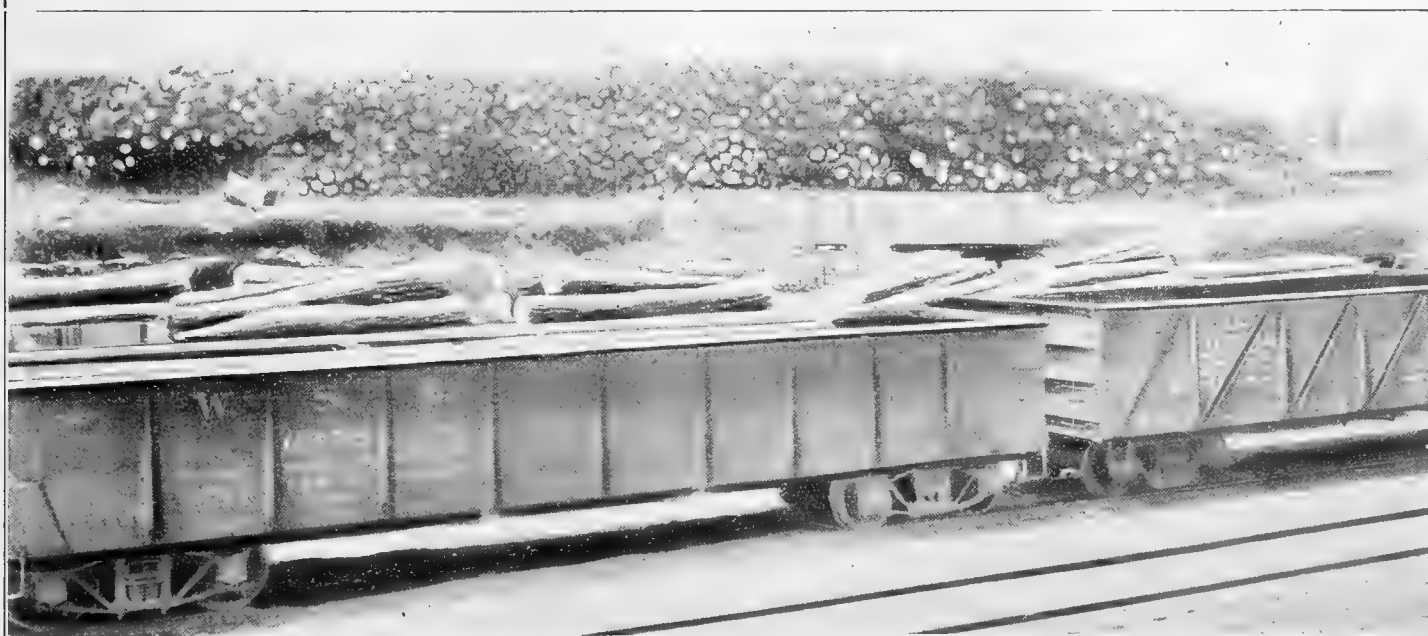
Shellac requires no introduction. We are all familiar with the way it is prepared and how to deduct adulterants. The idea in the modern use of shellac is to get a quick coat over the filler and stain and by so doing we can usually save one coat of varnish. The advantage of shellac is that it dries more quickly than varnish, but shellac should dry for at least twenty-four hours before varnish is applied. I know that many will not agree with this but many years of experience have taught me that this is a pretty good rule to follow, and, though our customers are at times in a hurry for the goods, they will always be patient when we explain to them that to rush the stock through the finishing room would likely result in poor quality. Shellac troubles are usually had during rainy seasons. Watch the quality of this material and carefully supervise its application and you will have no shellac troubles.

Expert varnishers are in demand. To become an expert varnisher two things are required, knowledge and experience. We could write page upon page telling our readers how varnish should be applied, how tested, but it takes real practice and experience to do this work properly. When it comes to the science of put-

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WE NEED WALNUT LOGS *for* GOVERNMENT PURPOSES

You will be assisting our
Government by advising us of any
Walnut logs or timber you know of



Pickrel Walnut Co.

St. Louis, Missouri

WALNUT LUMBER, DIMENSION STOCK AND VENEERS

HUDDLESTON-MARSH MAHOGANY COMPANY

Importers and Manufacturers of
MAHOGANY
Lumber and Veneer

2256 LUMBER STREET
Chicago, Illinois

347 MADISON AVENUE
New York City, N.Y.

ting it on, one must employ a brushman that will use elbow grease to brush the varnish down as it ought to be. We have found in our business experience that most men seem to want to apply the three, four or five coats at one time and in one operation. Again, it is necessary to leave proper time between every two operations. Modern dry kilns are assisting very much in cutting the time of drying. Where such kilns are not in use, it is suggested that the more time allowed between coats for drying the better.

A. T. DEINZER.

The Wood in a Violin

The wood that goes into a violin is not usually classed as veneer, though it is as thin as veneer. This small, high-grade musical instrument represents one of the best uses of wood, whether it is regarded as veneer or not.

The wood needed in the construction of a single violin does not amount to one square foot of inch lumber. This small quantity is worked into several parts which are then fitted together to make the complete instrument. The whole range of wood working produces nothing calling for more skill than is required to make a violin, nor is wood anywhere put to a more exacting use. It may further be said that in no instance can a workman add more to the value of wood than is added when a fine violin is manufactured. A thousand feet of choice violin woods might be worth, in the rough state, \$100, or at most \$200; but made into violins it is worth from \$50,000 to \$100,000. Wood is almost the sole material used by violin makers. Horsehair for the bow, glue for joining together, and the string are about all that is not wood. This is one place where substitutes for wood have never been found.

The soundboard, which is the top, is of spruce but some of the old violin makers used Italian pine. The back, which is the bottom, is of maple, as also are the ribs and bridge. The maker can take his choice as to what wood shall constitute the purfling, which is the very small molding round the edges of the front and back.

For contrast's sake, it is usually made of colored wood like walnut, mahogany, or ebony, and a square foot of it is enough to make a hundred violins.

The bar and sound post are usually of spruce, while the tail piece, pegs for the strings, and nut for the bow are ebony, rosewood, or in low-priced instruments may be of maple. The finger board should be of ebony for the sake of looks as well as for utility, ebony being very hard and strong. Inside the body of the instrument, the corner blocks may be of pine, as their sole duty is to round off the corners. They are too thick to be made of veneer unless built up.

There are several other parts, as the bouts, scroll, shoulder, cheeks, peg box, tail pin, and neck, which must be of carefully selected wood.

The bow belongs to the violin but is no part of it. It cannot be made of veneer but must be solid. It is always of wood, except the white horsehairs which number from 150 to 200. Two, three, or more kinds of wood may be used in making a single bow, but the principal piece is, of course, one wood. Just what wood it should be is a matter of controversy. Specifications usually call for "pernambuco" wood, but nobody seems to know just what that is; at least, there is a confusing lack of agreement on the subject among people who make or use the bows. Pernambuco is a region in Brazil, and a dyewood from there is called pernambuco. It looks much like our Texas bluewood and may be related to it; but some of the manufacturers of violin bows say that the "pernambuco" wood which they use does not come from South America. Some say it comes from Africa, others think it is a native of India; and still others believe the supply is obtained among the islands of Malaysia. It is quite likely that violin bow wood comes from all of those regions, and after it reaches this country is sold under one general name. That would account for the confusion as to name and source.

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An Average Case— 150,000 Feet Northern White Logs in One of the Piles at Our Fort Wayne Mill

These logs will average about 28" in diameter and 400 feet log measure contents. They are NOT better than the average. They are strictly Indiana and Ohio product. All our logs are grown in Indiana, Ohio and southern Michigan. With such raw material, with our modern mills and fifty-one years of successful operation, the quality of our product is guaranteed.

WE OFFER

LUMBER, 3 8 to any thickness and length

VENEERS, 1 20 to 5 16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U. S. Pat. Off.
Est. 1867
Inc. 1904

All our log measure from just such Northern White Logs as these

Making Bobbins of Veneer

So far as information shows, bobbins have never been made of veneer, but the question has been asked, why it is not done.

The bobbin is a little wooden implement used in textile mills, on which to wind yarn and thread. It is like a spool without the flanges or ends, just a center piece or barrel bored longitudinally for slipping on a spindle in the shuttle or in the frames which weavers use. It is turned from a solid piece of wood, and the hole is bored through it lengthwise.

The size of the bobbin varies, depending upon the kind of work it is expected to do. Perhaps a common size is between four and six inches long and from three-quarters of an inch to an inch in diameter; that is, the bobbin is about the size of a clothes pin, or a little larger, and looks much like an unfinished clothes pin.

Bobbins are of different woods, maple, birch, beech, gum, and yellow poplar. The conditions are not so exacting as in the case of spools for thread, and more kinds of wood may be used. Some small and finely-finished bobbins are made of boxwood. Such are in demand by silk weavers. They are quite expensive, considering their small size. Such are often called "quills."

When handlooms were in general use, the old-fashioned bobbins were generally known as quills, the name bearing witness to the historical fact that it had formerly been the practice to use the hollow shafts of goose quills for bobbins. The quill with the thread wound on, was inserted in the hollow of the shuttle, and it was thus employed in weaving.

The weaver's quills of former days were made of elder. The stems were cut in lengths three or four inches long, the pith was punched out with a stick, the bark was scraped off, and after the quills had become thoroughly dry they were nearly as light as goose quills. They were not very uniform in size, but that did not matter with the handlooms that used them.

It would seem that quills or bobbins could be made of veneer. It could be cut in small sheets, say four by two inches, and when these had been softened by steaming they might be rolled around rods to assure the proper shape and size, then glued and polished. If found practicable, such bobbins would be much lighter and thinner than those turned from solid squares, and ought to be much cheaper.

It cannot be authoritatively stated how many bobbins are made yearly in the United States, for figures have not been published, but the number runs pretty high in the millions.

American Veneer Company Organized

According to reports from Hayward, Wis., local interests have organized the American Veneer Company and intend to erect and equip a large new veneer mill on a tract of twenty acres acquired from the Willow River Lumber Company. It is planned to begin work at once so that the production of the new mill may be placed at the disposal of the government without delay. Machinery and equipment is now being purchased. The mill will be electrically-operated throughout, taking power from the big hydro-electric plant on the Namakagon river at Hayward. The American Veneer Company is capitalized at \$100,000 and its officers include George C. Glover, head of the Willow River Lumber Company, as president, and Clarence E. Wise, cashier of the Farmers' State Bank of Hayward, treasurer.

The Medford Veneer Company, Medford, Wis., recently announced that it has discontinued custom sawing and planing. The equipment used for this purpose has been offered for sale.

The acorns of red oaks hang two seasons, those of white oaks fall the first season. Most red oak acorns are very bitter, those of white oaks are milder.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

Spanish
Cedar
Mexican
Mahogany
African
Mahogany

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

VENEERS AND PANELS

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 24)

to be a repetition of the work and not complete. With this enlarged American Hardwood Manufacturers' Association with five hundred manufacturing members and a possibility of three times that number in the Southland, the exchange of this information every month in sectional meetings will be worth a lot of money to the southern hardwood manufacturers and will put them in the same position that the hardwood manufacturers in Michigan and Wisconsin are owing to their present system of exchange of information on stocks, values, sales, etc.

In the past there has been too little exchange of data as to manufacturing cost. While mountain and valley logging are different propositions, as would be proven by an exchange of cost records in the Mississippi valley and in West Virginia, yet because of lack of co-operative effort and the exchange of ideas, oak was permitted to get down in the depths. In fact, manufacturers got so careless of its value or an appreciation of the wood, that at times during the past year it was cheaper than it was five years ago.

With this consolidated organization backed by all the manufacturers in the Southland, that is, by their coming into the organization and supporting it not only by giving information but financially, there could be a leveling of values which will mean a steady market, not necessarily an abnormal price, and backed with good manufacturing cost figures exchanged between members, a standard value could be placed on a wood that will satisfy the consumer better and make possible the maintenance of a reasonable price at all times.

A consumer talking about this question recently said:

"Why don't the boys get together? There is a range of \$25 in their quotations. It makes a buyer uneasy." He doesn't know where he is at and until the lumber trade as a whole standardizes its values as well as its methods, it makes it difficult for a consumer to make his plans in standardizing prices of furniture, implements or other wood manufactures.

The exchange of information by the 500 members to start with,

covering logging operations, building of railroads, skidding, loading and handling logs to the mill; the adoption of some method of meeting the increased labor costs which would be fair to the employee as well as to the manufacturer, and standardizing values for good sawing or yarding or loading lumber, will all tend to better manufacture and marketing of the product.

There is a provision, as you will see, in this resolution that the consolidated association at the meeting to be held at Louisville, December 11, will decide what will be done on the inspection problem. It is desirable to the members of the committees, and we hope it will be the desire of every lumber manufacturer in the country, that one set of inspection rules will be the result of the organization of this association and the continuance of the national body now in force.

It is hoped that the National Hardwood Lumber Association will join with the newly launched consolidated American Hardwood Manufacturers' Association to work this problem out to the benefit of all. It isn't the object of the men who are working out this consolidation to bring about a fight or plan anything but closer affiliation among the manufacturers of hardwood lumber in the United States, to the end that the industry will always put forth a solid front wherever it is represented before legislative or commercial bodies. It is hoped that the result of the present consolidation will mean in days to come one association with two branches—one, manufacturer strictly, and the other the wholesaler strictly, all working together for the upbuilding of the industry and standardization of grade and values; prevention of confiscatory legislation that may be an outcome of the well organized economic conditions in America; the preparation by local manufacturers in woods to put into effect under the new Webb law, the machinery for taking care of the unprecedented demand for hardwoods abroad and meeting the demand that will naturally come from two years' respite by the furniture, interior finish, vehicle, automobile and other large industries now at rest by order of the government.



The Sawdust Trail



Government Control

The question in the minds of some people now is whether when the war is over—and that seems to be in the near future—the government will want to continue controlling purchases for export. There is no doubt our Allies, in building up their country after the war, will naturally for financial and other reasons, probably supervise purchases in this country for export. The rule prevailing in England, adopted last May, provides that no Englishman can buy, sell or barter, without government confirmation, in this country through the mission organized with offices in New York City, and means that credits are guaranteed, and the market in England will be a sinecure, if prices and credits are right. If it is true, and there does not seem to be much doubt about it, that there is a dearth of lumber in England and material is so scarce that you can sell your old cellar door for almost the price of new lumber, this market should be taken care of and appropriations made to that end, competition from other countries met, and through the associations' work we should get our share of that business.

France will probably require a greater amount of lumber than she has ever bought from America, and whatever the method of procedure, probably governmental control will assist the various organizations to handle that business in a more safe and sane way than has been the case in years past. It means, if we interpret the matter correctly, that lumber will be sold through association channels rather than handled individually. There will be no more consignments in the future. This will be a Godsend, because they not only prevented the manufacturer from getting a fair price, but were an eyesore to every broker ever there, including those concerns who are represented directly in Europe. It is up to us as an industry to segregate the various inter-

ests and form enough sales companies to be able to take care of this business and handle it with the idea of perpetuating the demand.

The Eighty Per Cent War Tax

There is no American citizen, no matter how much or how little he has, who does not wish to support to the limit every request from the government for taxes, Liberty Bonds, or anything else that will assure the protection of liberty and democracy all over the world, but in the suggestions from the various departments looking after the financing of the war, etc., and working out this tax proposition, lumber and other industries are being milked without a fair basis to start on. In the first place eighty per cent of values as determined by a theoretical board, with only half the facts on which to build their valuation, seems to us like an injustice to such business men as lumbermen, who have hung on by their eyebrows for a long time in order to have their property placed on a legitimate basis. The Government not permitting values to be built up in this way, is taking the birthright away from these men, and insisting that the price they sell at shall be so and so, and taxing them on the extreme basis.

The old saying that everything is fair in love and war may be a good adage, but as an illustration of what we mean, the purchase by the government on values built up on a theory, is costing the men furnishing the railroads—private corporations, although operated by the government—with material at \$5.00 less than it is worth. This is not fair to our industry. If it were timber that was to go into government built and owned boats, it would be different, but the people of America are not going to permit the government to control the railroads in the future, and why should any one industry be used to help support the transportation companies whose stock has been

watered to the limit and has been paid more per thousand for transportation than the service is worth?

It is about time we got real representation at Washington, not only in the legislative sense, but as a consolidated industry, to protect us from theoretical legislators and war boards who are not big or broad enough to see the other fellow's side of it. You can always count on the lumber trade to support President Wilson, or the machinery which Uncle Sam needs to meet his problems, but for heaven's sake we want a fair show like the dear farmer and the pure, unadulterated, honest laboring man. If the son of toil is the Puritan—and this includes the farmer—the business men are angels, because nothing is ever pulled off in America but that they are called upon first and more often, and they respond with that patriotism that is characteristic of a broad-gauged honest man.

The Marketing of Spruce

A committee from the Pacific coast aircraft production section was in Washington last week and was received with open arms, because of the splendid efforts put forth to secure the greatest production to supply the aircraft factories with spruce material. The Washington boards were well pleased. Through the same committee, really supported by the war purchases board, the spruce industry has asked for relief on account of the large stock of siding and dimension left on their yards, due to the fact that the government wants only straight grained spruce for the airplane factories, which is only about 20 per cent of the product. The eighty per cent of the best cut of the trees in the forests must therefore be utilized for some other purpose. There is, therefore, some justice in the request that spruce be favored, but it opens up the big question which is being faced by other lumber manufacturers in other sections. As an instance; with a consumption of the upper grades of gum practically down to 40 or 50 per cent of the production of that material, what is the gum lumber manufacturer to do? Carry his stock or shut down the mill? In many cases the mills are being shut down, or not running over 50 per cent of normal capacity, and that condition prevails with every producer of stock who has been supplying the furniture, automobile and planing mill trade, which are practically declared non-essentials, and therefore consuming the minimum of hardwoods produced.

We have no doubt that the war board is endeavoring to help wherever it can, as illustrated by this body urging box manufacturers to utilize this spruce. But what can the box men do? They have more lumber on hand now than they ever had before, with the idea of assisting the transportation situation and being ready to meet the government's demands for 100 per cent boxes for foods and other essentials for overseas. Has the Treasury Department made any provisions with the bankers of this country to aid in the carrying of this extra stock?

One happy thought in connection with this program is the endeavor to purchase 60,000,000 feet of birch logs in order to meet the demand for airplane stock, and this will be largely built-up wood, and will balance production better than in the case of yellow pine, fir or other special woods. But in order to bring the matter to your attention we cite this spruce case, as it will affect other woods more or less, and there should be provision made either for curtailment or utilization that will prevent choking of an industry and sending some of our manufacturers into the bankruptcy courts, because it takes a lot of money to carry two-thirds of any production in lumber.

This article is not written in the spirit of criticism but rather to suggest co-operation between government and industry that will help work out the problems confronting all factors concerned.

Essentials

If oil, coal and ore permit of building of values for the lands and its product, why should the war boards discriminate against timber when computing values on an investment which has taken years to accumulate, and the owner should benefit by present-day values? It seems to us that values should be figured from costs from time to time rather than be computed in the manner in which the war board's committee on costs has placed timber, which is on a different basis from other products that come out of the earth instead of on top of it. The logging equipment as well as the plant are just as representative and should be wiped off the books, because when the tim-

ber's gone they are not worth ten cents on the dollar, and the lumbermen and timber owner suffer that much from lack of appropriate representation.

It is hoped that the conference in Washington on Monday of next week of the timber interests of the country will demonstrate to the legislators at Washington that this is an error that should be remedied.

It Pays to Be Near Washington

The transportation companies of this country are responsible for a loss of business to lumber operators in far distant markets, and while Congress keeps on making laws and giving support to the President in his war program to meet this condition, it is to be hoped that when the railroads are turned back to their owners there will be a provision making it necessary for said railroad owners, if they are to keep their property they must provide proper transportation for the needs of the country.

Illustrating what I mean. All the munition plants are largely in the East, owing to their proximity to the seaboard, thus reducing transportation facilities to the minimum. If a man is manufacturing lumber in North Carolina and Virginia, or anywhere on the coast, he naturally gets the best of all orders, because he is only one or two days' run from the shipyards or the other utilization plants where materials are necessary without danger of being embargoed or delayed for lack of engines, or some other reason, which has caused the business people of America millions of dollars, owing to the fact that the railroad men have not been big or broad enough to meet the needs of the growth of our industrial conditions.

We don't believe in government ownership, but we do realize that there should be some degree of equity that would insure the public being benefited by corporations who claim to be operated for the benefit of the dear people.

E. H. D.

Encouraging News of Government's Attitude Toward Embargo

Much misapprehension in regard to the effect of the embargo re-imposed lately upon hardwoods, among other kinds of freight passing especially over the Southern railroads on the way north, seems to prevail, and is only now being dissipated to a considerable extent. A representative of a Baltimore firm who went to Washington recently to see the traffic committee of the division of operations of the car service section, and obtain information as to the chance of getting shipments of hardwoods through, came back with the report that the import of the embargo had been largely misconstrued, and that there was no intention to interfere with bona fide business, even though it had nothing to do with war activities. The chief purpose of imposing some restrictions was to prevent speculative shipments for which buyers were not in sight, and which might be expected to lumber up sidings and keep cars out of service for an indefinite length of time, and thereby bring about a return of the congestion which prevailed last winter. The car service section aims, by means of the regulation issued, to keep control of the situation, so as to be able to take a hand in relieving tie-ups whenever they occur and threaten to block the movement of essentials. The Baltimore hardwood man was assured that not a single permit remained in the office of the section unattended to, and that they were issued as soon as received, the only requirement being that the firm or corporation asking for a permit should certify that the lumber intended to be moved was really needed for a legitimate purpose, and that it would be readily handled on arrival at destination. Even the stocking up of yards is not interfered with, officials said, it being the purpose of the authorities to give every encouragement possible to such trade as might develop. This will be news to many members of the trade, who had entertained the belief that no permits would be issued except those designed to facilitate the delivery of hardwoods for some one of the uses related to war industries. In this connection it was mentioned by the Washington officials that the Potomac yards were not at present taxed to their capacity by a good deal, and that there was nothing in the way of shipments from the South to the North going through without any real delay.



The Lumberman's Round Table



Are You Proud of Your Letters?

Many lumber concerns are doing more of their selling by mail than ever before. With salesmen who formerly maintained the point of contact with customers gone to war, and with stocks being disposed of largely by means of correspondence, the need for better letters and a closer study of letter writing seems to be almost self-evident.

The formal, routine, stereotyped letter is obsolete. The communication which gets attention, and which is really effective in bringing the customer to the point where he is willing to dictate a favorable reply, is one into which the writer has put real meat, and which sounds as his conversation would have sounded had he been present personally to offer the stock which he is presenting by mail.

Knowing something about the lines of the concern to which the letter is being written, and something about its special requirements, will help to make the letter productive, inasmuch as it will be more specialized in character than otherwise. Looking over the record of past transactions before writing a sales letter will enable the lumberman, even if he is not familiar with the account, to write the kind of letter that will pull a favorable reply in a large number of cases.

The chances are that if the hardwood man who is handling the sales letters for his concern were to look over the carbon copies of those that he signed today, and to study them from the standpoint of constructive criticism, he would find them rather colorless—as though the writer had endeavored to put as little personality into them as possible. Yet a touch of personal and individual feeling here and there will put the spark of life into any letter—and that is the quality that makes for results.

Half an hour or so spent in studying better letter-writing methods would enable many a lumberman to improve this department of his business very materially.

Co-operation That Counts

It was recently reported that the lumbermen of one of the eastern cities were going to work more closely in harmony hereafter in that they would co-operate by making surplus stocks available to each other in filling orders. This is "old stuff" to those who are familiar with the methods which have been employed in many of the important hardwood markets of the Ohio valley and Central South. The local lumber clubs of those cities have done no more valuable work than in increasing co-operation of this character.

If a hardwood man needs a few thousand feet of a certain item in order to make up a car, he doesn't hesitate to call up a competitor and ask him for the stock. The latter sells it at a sufficiently close price to let the other fellow make something, while at the same time scoring a reasonable profit himself. The customer gets quicker action than would otherwise be the case, the car is shipped with a full load instead of a minimum load, and everybody benefits.

One result of this friendly effort to make all of the local stocks serve as a reserve supply for everybody doing business in the market is to increase the utility of that market from the standpoint of the consumer. The latter gets to appreciate the fact that certain towns can always deliver the goods, no matter how unusual or hard to locate the lumber may be. It is impossible for any company, no matter how large, always to have a complete stock of every hardwood item, and that is why co-operation of a very real and helpful character can be extended by all of those actually carrying stocks and having a local supply of hardwood lumber on their yards.

Using the Waterways

Efforts are to be made to establish a barge line service on the Ohio river, under government auspices. If this is brought about, all of the efforts which have been made to make the stream naviga-

ble all the year 'round will have been justified. It has been the custom in many quarters constantly to refer to waterways improvements as pork-barrel expenditures, but lumbermen, who know to what good purposes such transportation facilities may be put, will be inclined to differ with critics of this temper.

The Ohio river used to have many a floating sawmill that worked up and down the stream, getting enough logs right along its banks to enable it to keep its saws busy. Those days have long passed, but still the river is an important carrier of logs in raft and lumber by boat. With cheap rates for barge transportation, there is no reason why lumber traffic on the river should not greatly increase, helping the maker and seller of lumber and at the same time relieving the burden of the railroads.

The latter consideration is one that no doubt is being considered seriously by the federal authorities in charge of the administration of the railroads. One of the benefits of the change of organization is that the railroad competition which made it difficult for water lines to exist will no longer be in evidence in the event that barge lines such as those contemplated are put into operation.

The Lumber Inspector

News that one of the leading eastern markets has decided to increase the rate at which inspectors are paid reminds the reader that here is one factor in the business who is not always appreciated at his true value.

In many a big consuming factory about the only one who knows anything about lumber is the inspector. The stock is unloaded from the car by men who are totally unfamiliar with its kind, texture or measurement, and the qualified inspector is one of the company's greatest assets. The same is true in large measure in many lumber yards, especially those rehandling mixed cars of hardwoods, where the skill of the inspector is needed to enable the stock to be managed and assorted to the best advantage.

Inspection is the knottiest feature of the hardwood business, as it is of all other branches of the industry, and the man who knows how to handle this detail is not only valuable to his employer, but has almost unlimited capacity for advancement. The most successful lumbermen, it can be ventured, are those who have handled a rule and tally-book on a lumber pile themselves, and who know lumber because they got acquainted with it in the beginning in this practical way.

July Wood Exports and Imports

The Department of Commerce has published figures showing July exports and imports of various forest products from and into the United States. The items which follow are from that report:

EXPORTS.

	July, 1917	July, 1918
Round logs	\$ 51,717	\$ 35,608
Square timber	237,021	179,077
Railroad ties	223,707	183,428
Lumber	1,684,658	4,565,918
Doors, sash and blinds.....	13,614	16,577
Wooden furniture	233,900	257,064
Handles	60,413	115,252
Barrels	36,975	92,517
Shooks	117,159	608,469
Staves	295,863	309,397

Total all exports.....\$3,838,831 \$7,783,305

The imports of forest products into the United States during July, 1917 and 1918, are given in the figures which follow:

	July, 1917	July, 1918
Spanish cedar	\$ 67,657	\$ 101,308
Mahogany	181,787	173,142
All other round logs.....	86,037	56,319
Pulpwood	1,025,183	2,150,283
Furniture	35,752	4,372

Total imports of all forest products.....\$10,135,428 \$10,566,847

The Mail Bag

B1203—Black Locust Wanted

Keokuk, Iowa, October 14. Editor *Hardwood Record*: We are in the market for a large quantity of 6" x 12" black or yellow locust. Honey locust cannot be used.

B1204—Wants Ash Squares

New York, N. Y., October 18. Editor *Hardwood Record*: We are wanting to purchase a car of 2x2 and 2 1/2 x 2 1/2—30" clear ash squares, and if you have the names of manufacturers who cut small dimension and would likely be able to supply a car of this stock, would greatly appreciate hearing from you.

B1205—Mahogany Panels

Hornell, N. Y., October 16. Editor *Hardwood Record*: Will you kindly give us addresses of southern manufacturers who make mahogany veneered panels?

Clubs and Associations

Logging Association Meeting Postponed.

The Southern Logging Association has notified its members that it has been found advisable to postpone the meeting till November 12, 13 and 14, at which time the association will meet at Hotel Grunewald, New Orleans. The postponement was made necessary on account of the prohibition of public meetings by boards of health because of the prevailing epidemic.

Convention of Tie Contractors

A meeting of contractors engaged in the railroad tie business has been called for November 19, at St. Louis, Mo. This meeting has been arranged for by the St. Louis chamber of commerce for the purpose of discussing the conditions existing in the tie industry and the establishment of a national organization to represent the industry as a whole where national representation shall be deemed advisable.

Memphis Goes Way Over the Top

"Lumber interests of Memphis came 100 per cent strong in the Fourth Liberty loan campaign," declared Wilson Mallory, chairman for Memphis and this (Shelby) county. "They not only bought liberally of bonds in the earlier stages of the campaign but practically all of them went down into their strong boxes and brought forth additional funds for the purpose of materially increasing their subscriptions."

While accurate figures are not available, it is currently reported that subscriptions among the lumbermen of Memphis totaled well over \$700,000 in this campaign, an appreciable increase over any showing they have previously made. Their largest purchases prior to the present campaign were approximately \$500,000.

Col. S. B. Anderson, James E. Stark, J. F. McSweyn, president of the Lumbermen's Club of Memphis, and other lumbermen served as "shock troops" to call on members of the lumber industry to increase their subscriptions and their aggressive solicitation materially swelled the total of lumber interests.

Complete records are now being made up for the Lumbermen's Club, in order that it may be known just exactly what they bought. These figures, however, will not be available until some time next week.

Louisville Club Holds Trade Conference

A meeting of the Louisville Hardwood Club was held on Tuesday evening, October 15, at which discussion was heard concerning the effect of peace on the trade. It was decided that if the war goes on government business will continue active, and there will be a better demand from the furniture, refrigerator and other trades as soon as they know what is expected of them, and decide on the new styles, etc. Heretofore they haven't been hep to the new regulations, and have been waiting on developments. If the war is ended at an early date it is believed that for a period of six months things will be dull while early reconstruction is under way, but that after that time business will adjust itself to a peace status. This should result in export business opening up, and that will be the greatest help. Next in line will be the building of dwellings, farm houses, better office buildings, and numerous amusement and other houses which were postponed on account of the war. The auto trade is expected to come back stronger than ever, and trucks should also increase. It is believed that after a short period of depression business will be better than ever before known.

It was admitted at this meeting that things are quiet just now, and that there is nothing startling in the movement of lumber. Some inquiries are being received and some orders, but the volume is far under what it should be. Prices are fairly well maintained all told.

Present as visitors were M. S. Foadburne of the Memphis office of the Southern Hardwood Traffic Association, and Maurice Welsh of the Welsh Lumber Company, Memphis.

The annual meeting of the association and the election of officers will take place on the first Tuesday in November, as per the usual schedule. Last year election came on the evening of the presidential election, when things were humming to such an extent that the business meeting was a farce, not one being interested in anything but politics at the time.

Vehicle and Implement Convention

The twenty-fifth annual convention of the National Implement and Vehicle Association was held at the Congress Hotel, Chicago, October 16, 17, and 18. It was a war service meeting and the program was planned and carried out with that purpose in view. In addition to the regular report by officers of the association, a number of addresses were given by well known men, dealing with important matters. The attendance represented 491 companies, corporations, and individuals engaged in the manufacture of farm implements and horse-drawn vehicles. These represent ninety per cent of the whole country's manufacturers along these lines.

Among the papers and addresses relating to business and the war were the following:

"Farm Equipment Control," Junius F. Cook, assistant to the secretary of agriculture, Washington, D. C.

"Some of the Effects of Government Operation of Our Railroad Systems," W. H. Stackhouse, with French & Hecht, Springfield, O.

"Labor," H. P. Perkins, industrial management advisor, War Labor Policies Board, Washington, D. C.

"The War Importance of Our Industry," F. R. Todd, Deere & Co., Moline, Ill.

"Our Industry After the War," H. M. Wallis, J. I. Case Plow Works, Racine, Wis.

"Development of Power Farming and What It Means in Helping Win the War," F. P. Mount.

The annual election of officers resulted in the naming of G. A. Ranney as president of the association. He is secretary-treasurer of the International Harvester Corporation, Chicago. He had been chairman of the executive committee of the association, and his promotion to the presidency left a vacancy on the committee, which was filled by the election of H. M. Wallis to the chairmanship. E. W. McCullough remains as secretary and treasurer of the association.

The manufacturers of horse-drawn light spring vehicles recently organized a department of the association. A farm wagon department was already in existence.

The social features of the convention were not overlooked. A banquet at the Congress hotel was presided over as toastmaster by C. S. Brantingham of Rockford, Ill., retiring president. An address was given by Rev. John Gordon, "With American Boys on Transport and in France," and David B. Forgan addressed the meeting on "War Finance."

Business Injured by Purposeless Bids

The Hardwood Manufacturers' Association, Cincinnati, recently sent to its members the following account of harm done by bidders who had no expectation of obtaining contracts:

Our attention has been called to the variation in prices that have been quoted on some of the recent schedules issued by the Navy Department. The prices in some instances vary as much as \$25.00 per M ft. We know it has been the practice in the past, where a bill of lumber was not desirable, to quote high prices simply to keep on the active mailing list of prospective bidders, and with no hope of getting the business. This practice, we believe, is harmful to the trade and has already resulted in serious criticism by the government authorities at Washington, and is a practice, that if continued, cannot help but be harmful to the industry. We therefore, suggest to the members of this association, that where they are not in a position to furnish the lumber, or have no desire for the business, and do not care whether they receive the order or not, that they do not bid on such schedules at all. There are always sufficient bidders who are willing to furnish the lumber on these schedules at the current market price and there is no possible chance of an award being made on one of these high bids. Your compliance with this suggestion is asked for the good of the industry.

Response by Chicago Lumbermen

The Lumbermen's Association of Chicago went over the top to the extent of \$1,941,000 in its subscription to the Fourth Liberty Loan. The association's allotment was \$2,550,000, and a footing of the subscriptions shows a total of \$4,491,000. This showing is one of which the members are justly proud.

The final loan drive in the campaign was made on October 18 at a noon-day rally in the association's rooms, Lumber Exchange building, Chicago. Sergeant George H. Nightingale, a soldier who has seen service at the front, was the principal speaker, and music was furnished by the U. S. Naval band of forty pieces. A luncheon was served, and the setting for the occasion was well laid. The spirit was excellent, enthusiasm was high, and the response to the country's call went beyond the most sanguine expectations. The subscriptions helped push Chicago over the top in its efforts in behalf of the loan, and it was a subject of congratulation among those who attended the meeting that there were no loan slackers among the lumbermen of Chicago.

Moore & McFerrin's New Mill Ready

The new saw mill of Moore & McFerrin, box and lumber manufacturers on Wolf river, North Memphis, rebuilt to replace the one destroyed by fire some months ago, is completed and in readiness for operation. It will be started as soon as the water in Wolf river is high enough to make it possible to handle logs with dispatch. The capacity will be about 25,000 feet per day. The box plant of the company was not damaged by the fire which destroyed its saw mill and this has been continued in full operation.

With the Trade

A. P. Steele Succumbs to Wounds

A. P. Steele, secretary-treasurer of the Carrier Lumber & Manufacturing Company, Sardis, Miss., died at the Baptist Memorial hospital, Memphis, October 17, from the effects of gun shot wounds inflicted accidentally about a week ago by a fellow huntsman who mistook him for a deer.

Mr. Steele was rushed to Memphis and everything possible was done to save his life. Dr. J. A. Krisler performed the operation removing the big game shot from his body and it was thought for a time that he would recover. He had a sudden turn for the worse on October 17 however, and succumbed that night.

His remains were forwarded to his home at Sardis and funeral services were held October 18.

R. M. Carrier, president of the company with which Mr. Steele was identified, spent much of his time in Memphis while the latter was in the hospital, as did members of the wounded man's own family.

Although a comparatively young man, Mr. Steele had attained unusual prominence in the hardwood lumber field and his demise has occasioned unusual sadness among a large circle of friends.

E. True Bennett Passes On

Much regret has been occasioned in lumber and business circles generally over the almost sudden death of Everett True Bennett, for a number of years identified with the hardwood lumber industry of Memphis, Tenn., as president of the Bennett Hardwood Lumber Company and the E. T. Bennett Lumber Company and as vice-president of the Jorgensen-Bennett Manufacturing Company. He had disposed of his interest in the first named companies, but he was still actively connected with the last named.

Mr. Bennett was one of the pioneers in the hardwood lumber industry in this part of the country. He was one of the charter members of the Lumbermen's Club of Memphis and was the first president of that organization. He was a member of the Memphis Country Club and was both a golfer and billiardist of more than local repute.

He leaves a wife and three children, two sons and a daughter. Ralph, the older son, is engaged in the lumber business at Little Rock, Ark.

Mr. Bennett was sixty-two years of age. He died from formation of a blood clot on the brain, causing paralysis. He was stricken at five o'clock the evening of October 9 and died about three hours later without regaining consciousness.

Death of Orrin H. Ingram

On October 16, 1918, at his home in Eau Claire, Wis., occurred the death of Orrin H. Ingram in the eighty-ninth year of his age. He had spent sixty-two years of his long and useful life in Eau Claire, and the story of his life and the history of the growth and development of the town are closely interwoven, and the same may be said of Chippewa Valley of which Eau Claire is the metropolis. He came from Canada to Wisconsin.

He was born May 12, 1830, at Westfield, Mass. His parents were David A. and Fanny (Granger) Ingram. While Orrin was still a child they moved to Saratoga, N. Y. There the father died in 1841, leaving very limited means

for the support of the widow and children. Instead of attending school Orrin was forced to bind himself out to work for his board and clothes. His years were spent this way till he was seventeen, when he joined his mother, who had married again, at Lake George, and while working on the farm attended school during the winter months for three years.

At the age of twenty he returned to Massachusetts, his native state, and there made application for a position in the armory at Springfield. However, immediately after making the application he had entered the employ of the Harris & Bronson Lumber Company, whose interests were located in the vicinity of Lake Pharaoh, Warren Co., N. Y., and when he was offered the armory position three years later he turned it down. Had he accepted this government position, the lumber industry of the country would have lost one of its leading figures.

From a monetary viewpoint his first few years in the lumber business were not a great success, for he received twelve dollars a month in winter and thirteen dollars a month in the summer when he worked in the saw-mills, but the experience gained was invaluable, judging from his subsequent and rapid rise. That was his practical introduction to the business he so closely followed for more than half a century, and with which, both in its pioneer and modern phases, there was probably no better informed man in Wisconsin or the entire Northwest.

Later he took charge of the company's mill, and assisted in building another mill for the firm of Fox & Englin, on the Rideau canal in Canada. About the same time he built mills on the Morra river, near Bellville, Canada. Returning later to his former employers, Harris & Bronson, he built and operated a mill for them at Ottawa, and gained a wide reputation as a lumberman of unusual foresight and ability. For this reason he was the recipient of many flattering offers from many large lumber firms, and he finally accepted the offer of Gilmour & Co., of Ottawa, Can., the largest lumber concern in the world at that time. During his years of service with this company he remodeled several of its large mills and contributed largely to the success of its enterprises.

During his lumber experience Mr. Ingram invented many appliances and devices which are still in use in the lumber industry. The first, a gang edger, was invented while employed by Gilmour & Co., and has been of greater benefit to the lumber business than any other single invention. However, it was characteristic of the man that he did not patent it, merely putting it in practical use in the various mills of which he was superintendent and also a number of Wisconsin mills.

In 1857 he went into business for himself and organized at Eau Claire the Doyle, Ingram & Kennedy Lumber Company. This firm began lumbering in the Chippewa valley and soon afterwards opened up a large tract of timber, rafted it down river, and established lumber yards at Wabasha, Minn., and Dubuque, Ia., erecting a sawmill at the latter place.

In 1880 Mr. Ingram organized the Charles Horton Lumber Company of Winona, Minn. In 1881 Kennedy sold his interests in Ingram, Kennedy & Company to Messrs. Dulaney and McVeigh, and the Empire Lumber Company was then established with a capital of \$800,000. The Dubuque business was also incorporated about this time as the Standard Lumber Company, with \$500,000 capital. Mr. Ingram became president of this company and also the Wabasha Lumber Company. In 1883 he organized the Rice Lake Lumber Company, capital \$600,000, and became its president.

He was also president of the Chippewa Lumber & Boom Company, a mammoth concern at that time, capitalized at \$1,000,000. Among other important business connections he was president of the Eau Claire National bank, the



THE LATE E. TRUE BENNETT, MEMPHIS, TENN.



THE LATE ORRIN H. INGRAM, EAU CLAIRE, WIS.



THE LATE A. P. STEELE, SARDIS, MISS.

Union National bank, director in the Hudson Sawmill Company, president of the Eau Claire Water Works Company, president of the Fort Scott Lumber Company, treasurer of the Anthracite Coal Company of Alberta, Can., a concern with a capital stock of over \$1,000,000.

Louis H. Lothman Dies In Service

Louis H. Lothman, assistant treasurer of the Lothman Cypress Company, St. Louis, died in St. Paul, Minn., on October 12, while in the air service of the United States Army. Death was due to influenza.

He was twenty-seven years old and a native of St. Louis. After attending the public schools and Smith Academy, he entered the employment of his father and for three years has been manager of the Foster-Lothman Lumber mills at Oshkosh, Wis. He was the son of William Lothman, president of the Lothman Cypress Company, and identified with several other enterprises along that line with mills in Alcazar, Batchelor and Napoleonville, La. Mr. Lothman was married in this city several years ago to Miss Bertha Lipps, who survives him.

Henry S. Boykin Dies

Southwestern lumber circles were thrown into grief by the death of Henry S. Boykin, general sales manager of the Chicago Coal & Lumber Company with Houston, Tex., headquarters. His death occurred in that city October 12. Mr. Boykin was born in Caasata, Ala., July 3, 1874, and received his first lumber experience with the old Beaumont Lumber Company in 1892. After the Kirby merger he organized the H. S. Boykin Lumber Company which he later sold and went with the Ford & Isbell Lumber Company of Ft. Worth. He went with the Chicago company upon its organization by his brother Lorenzo J. Boykin who became president and general manager. He was very popular in lumber circles from the great lakes to the gulf and his death ended the career of one of the most promising of the younger generation of lumbermen.

J. Newton Scatcherd Victim of Pneumonia

Much regret was caused to the lumber industry upon the death of J. Newton Scatcherd, which occurred on October 14, after a week's illness of pneumonia. He was the son of the late John N. Scatcherd and was long associated with him in the hardwood lumber business. He was born in Buffalo on June 2, 1885, and attended Hill school, Pottstown, Pa. At school he established a reputation as a football player and was one of the most promising polo players at the country club. Genial and of generous nature, he had a great many friends. He is survived by his widow and two young children, besides a sister, Mrs. G. Milburn, Jr., of New York.

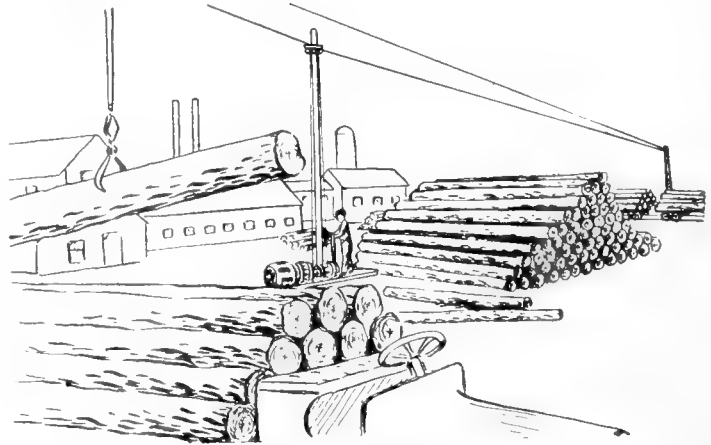
The Godfrey Log Conveyor

Every mill, whether large or small, has the labor problem to face. The handling of logs from cars or trucks to storage piles and from storage to mill means a tremendous expenditure of human labor.

Why not move this large bulk and weight entirely by power? The Godfrey log conveyor can handle your logs at a great saving not only of money, but it can reduce the need of mill yard laborers to a minimum.

The hoist operated by one man can move the logs either way across a span of any length up to 500 feet. Electric, gas or steam power is used.

The conveyor can be placed at any angle to railroad or mill and is easily



GODFREY LOG CONVEYOR

reset to accommodate change of storage space or handling requirements.

The manufacturer, John F. Godfrey, Elkhart, Ind., invites interested parties to send views of their mill goods, and receive, in return, rough sketches suggesting the best location of the log handling equipment.

Points in the Lumber Embargo

A bulletin distributed by the Hardwood Manufacturers' Association, Cincinnati, emphasizes the following points regarding the lumber embargo:

Reconsignment of lumber is absolutely prohibited to the embargoed territory. This will absolutely stop the practice of putting cars in transit.

Embargoes do not apply on less than car load shipments but it is not expected that a shipper will split up a car load of lumber in order to defeat the embargo.

When it is necessary for shipments of rough lumber to be stopped off in transit for milling or dressing, one permit only is necessary, providing that the ultimate consumer in making out his application, shows that it is necessary for shipment to be stopped at a milling point for this purpose and permit so issued.

The United War Work Campaign

On November 11 a campaign will begin for raising \$170,500,000 for war purposes, but this is not to be a bond sale. The money given will be a gift to certain organizations which will spend it for the good of soldiers and sailors. It is a united campaign to raise the whole amount which will then be distributed among seven organizations in the following sums:

Young Men's Christian Association.....	\$100,000,000
Young Women's Christian Association.....	15,000,000
National Catholic War Council.....	30,000,000
Jewish Welfare Board.....	3,500,000
War Camp Community Service.....	15,000,000
American Library Association.....	3,500,000
Salvation Army.....	3,500,000

The total sum seems small in comparison with the liberty loans which the country has been raising; and there is no doubt that the sum will be forthcoming. Neither is there any doubt that the money will be spent where every dollar of it will do good.

Building Permits for September

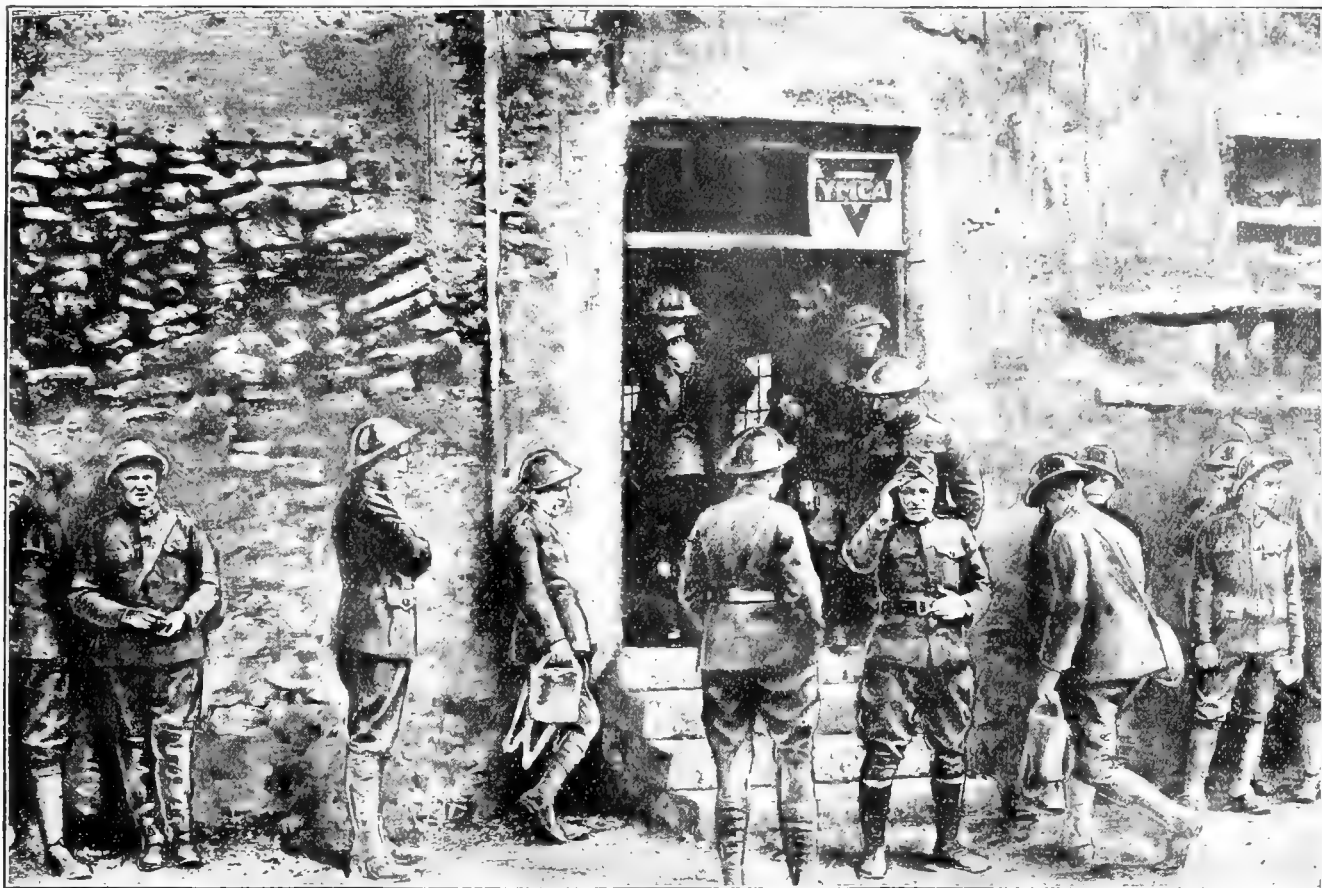
Building permits, issued during the last half of September came under the ban of the War Industries Board order, prohibiting all but strictly essential construction. During the first half of the month, there was a somewhat wider scope to the character of the work. The general effect of the restriction was no doubt to lessen the volume of the building to be undertaken. In a few cities there was reported a temporary stimulation to the issuance of permits, under the mistaken impression of prospective builders that once a permit was granted by the city authorities, work might proceed without interference, but the percentage of the permits issued due to that cause was perhaps on the whole inconsiderable. In view of the sharp restrictions placed upon construction work by the government, the showing made last month must be regarded as satisfactory. It does not include the enormous amount of construction work directly undertaken by the government but, instead, only private work, most of it of an essential character, not only permitted by the authorities at Washington, but much of it actually urged as aids in winning the war.

The building permits, issued in 133 principal cities of the United States, as officially reported to the *American Contractor*, for September, 1918, total \$35,431,137, as compared with \$50,724,143 for September, 1917, a decrease of 30 per cent; but a decrease of over 50 per cent, as compared with September, 1916, in which month 115 cities reported building permits aggregating \$70,980,161.

Of the 133 cities reporting last month, 47, or 35 per cent, show gains. The largest of the cities thus reporting gains are Baltimore and Detroit,



LIEUT. CHAPIN C. BARR, WHO LOST HIS LIFE IN FRANCE
Photograph was received too late to be used in connection with account of his death, run in our last issue



Will You Take a Little Trouble to Help These Boys Have Comfort?

The Y. M. C. A. needs *men* for war service. The nation has given generously in *money* for this work but *money* won't do everything—certainly not in war.

The Y. M. C. A. is in special need of men to serve as **Truck Drivers and Mechanics.**

75 Drivers and 25 Mechanics every month.

We are making this appeal to the business men—the employers of the country to get those men for us.

The Y. M. C. A. service behind and on the battle lines is a highly organized business. And as in every other big business, transportation is one of its greatest needs.

The canteen stocks have to be kept moving or the boys go without the comforts they crave so much—tobacco—chocolate—pastry—little army “luxuries.”

After a long march or a hard fight or a trick in the trenches the boys flock to the “Y” canteen. And it sure is tough if the “Y” man has to say “Nothing doing boys, the truck didn’t get in today.” Suppose *your* boy were there!

The Y. M. C. A. does not want men who are eligible for the army. But there are men in this country (lots of them) who are over 37 years old and are not in Class 1 of the draft and who know how to drive a truck or keep an engine in shape. We want *them*. We want 100 a month.

Maybe you have a man with that training working for you or you know such a man somewhere. Maybe he has **not** realized how much he can do to help the

boys. A little talk from you would start him our way.

Will you act as a recruiting officer to get that man for us?

There is no *profit* in this work for any man who serves but he will get his living and his family, if he has one, will be taken care of and all his life he will rejoice over the service he has rendered. Talk with men you know who might do this work. Explain to them the *need* for their service. Get them interested and thinking.

In order that you may talk to such men on the best basis fill in and mail the coupon and we will furnish full information.

Help us get these Men

Ed M. Willis,
Y. M. C. A., 347 Madison Ave., New York.

It may be possible for me to get recruits for Y. M. C. A. truck service in France. Please send me full information regarding that service.

Signature

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WHEELER-TIMLIN LUMBER COMPANY

MANUFACTURERS AND WHOLESALEERS

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WAUSAU, WIS.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

**Prompt Shipment, and
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FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

In both of which there is a strong demand for construction, due directly or indirectly to war work. The same reason applies to most of the other cities that make favorable comparisons. At some of these, as at Camden, N. J.; Erie, Pa.; Davenport, Ia.; Huntington, W. Va.; Norfolk, Va.; Youngstown, Ohio, the government has engaged in, or urged, extensive housing operations. In other cities, industrial expansion, due to war needs, has given a decided impetus to construction. Among the more important cities that gained last month in the building permits issued were Atlanta, Ga.; Birmingham, Ala.; Columbus, Ohio; Dayton, Ohio; Des Moines, Ia.; Duluth, Minn.; Jackson, Mich.; Kansas City, Kans.; Lawrence, Mass.; New Orleans; Richmond, Va.; San Antonio, Tex.; Schenectady, N. Y., and Waterbury, Conn. On the Pacific coast there was a steady continuation of activity in construction work, Seattle, Tacoma, Portland, Oakland, Los Angeles and Long Beach all showing gains, due to activities for the government, mainly shipbuilding. The large increase at Des Moines was due to a permit for the \$800,000 Millane hotel. At Camden, N. J., 100 houses for shipbuilders accounted for \$312,000. The permit for a \$200,000 railroad shop at Jackson, Mich., occasioned the gain there. Queens borough, New York, made a substantial increase.

In these 133 cities reporting, the total number of permits issued was 18,358, compared with 19,657 for September last year.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Substituting Machines for Hand Woodwork

From clothing and food for poor Belgian refugees to sawmills is a long jump in relief work, but it is typical of American Red Cross service. The Belgian commission of the Red Cross has just authorized the installation of a complete sawmill at the refugee colony of old men, women and children at Chartreuse, France.

The men at Chartreuse manufacture wooden shoes for the living and coffins for the dead. They supply a number of Belgian colonies. At present the workmen at Chartreuse cut 2,000 blocks of wood per month by hand for wooden shoes, but many pieces are spoiled. Moreover, poplar suitable for this work now costs \$40 as compared to \$30 a few months ago, but it can be bought in the rough for \$10. With the sawmill the loss from hand cutting and the saving from buying wood in the rough will both increase the output of wooden shoes and materially lower their cost.

Importation of Balsa Wood

The War Trade Board has, by a new ruling, placed restrictions upon the importation of balsa wood, including ceiba wood and other light woods usually designated as balsa wood.

All outstanding licenses have been revoked as, to ocean shipment from abroad after October 10, 1918, and no further licenses will be issued, except to cover shipments made from abroad on or before October 10, 1918, shipments from Canada or Mexico by other than ocean transportation, shipment from Europe or Mediterranean Africa when coming as return cargo from convenient ports where loading can be done without delay, and shipments not covered by the above provisions to a total of not to exceed 1,600,000 board feet.

The amount permitted to come forward will be allocated by the Bureau of Imports.

Hardwood News Notes

< MISCELLANEOUS >

The Moore Crate Company, Bald Knob, Ark., has surrendered its charter.

The Morrison Waters Piano Company with a capital of \$50,000, has succeeded the Knabe Brothers Company, Cincinnati, O.

At Buffalo, N. Y., the Victor Box & Mill Company has been incorporated with \$5,000.

The Suncrest Lumber Company is organizing at Crestmont, N. C.

The deaths of the following have recently been announced: H. W. Giese of the H. W. Giese Hardwood Lumber Company, St. Louis, Mo.; George A. Doyle, president of the Winyah Lumber Company, Georgetown, S. C.; A. D. Weber, vice-president and treasurer of the O. M. Weber Company, North Wales, Pa.

The name of the Wisconsin Duplex Auto Company, Oshkosh, Wis., has been changed to the Oshkosh Motor Truck Manufacturing Company.

The Mocksville Furniture Company, Mocksville, N. C., has sustained a loss by fire as has also the Salisbury Woodworking Company, Salisbury, Md.

At Beaumont, Tex., the Neches Shipbuilding Company has been incorporated.

The Scarritt-Comstock Furniture Corporation, St. Louis, Mo., has filed an involuntary petition in bankruptcy.

The Little River Land & Lumber Company has been incorporated at Fort Smith, Ark. Other incorporations are: The Steinhatchee Lumber Company, Clara, Fla.; the Bradley Lumber & Manufacturing Company, Ashpoo, S. C.; the Texas Crate & Basket Company, San Antonio, Tex., capital \$36,000; the Dominion Lumber & Handle Company, Bristol, Tenn.

< CHICAGO >

The visitors at French Lick this fall as usual included a number of prominent lumbermen. During the month of October we discovered R. L. Jurden and wife of Memphis, Tenn.; Frank R. Gadd, assistant to the president of the Hardwood Manufacturers of the United States, Cincinnati; Chester Young of the Korn-Conkling Lumber Company, Cincinnati; Charles M. Smalley of the E. A. Thornton Lumber Company, Chicago, and Herman H. Hettler, the distinguished chairman of the lumbermen's committee responsible for raising over \$4,000,000 to the Fourth Liberty Loan. Mr. Hettler left shortly after this splendid result had been accomplished.

The National Phonograph Company, city, has increased its capital stock to \$30,000.

The local lumber trade was well represented in the Liberty Loan parade which took place on Saturday afternoon, October 12, starting at noon.

There has been a change in ownership in the Progressive Screen Company, city.

Among recent visitors in Chicago from various parts of the country were the following: From the North, C. A. Bigelow of the Kneeland-Bigelow Company, Bay City, Mich.; H. N. Halsted of the Halsted-Hughes Lumber Company, and Robert Blackburn, both of Milwaukee; J. H. O'Melia of the J. H. O'Melia Lumber Company, Rhinelander, Wis.; H. F. Below of the H. F. Below Lumber Company, Marinette, Wis.; W. C. Boden

of the Kneeland McLurg Lumber Company, Phillips, Wis. From the South, T. E. Jones of the F. T. Dooley Lumber Company, Memphis, and L. D. Murrelle of the L. D. Murrelle Lumber Company of the same city; G. B. Fulton of the Charles F. Luehrmann Hardwood Lumber Company, St. Louis, Mo., and W. H. Herbertson of the Pine Plume Lumber Company, Savannah, Ga.

◀ BUFFALO ▶

The Curtiss Aeroplane & Motors Corporation expects to double its working force before the first of the year, which will give it about 20,000 employees. It will be turning out 100 battle planes a day under contract with the government, besides continuing to make flying boats for the navy. With such a large working force the scarcity of houses here makes it probable that much additional house building will have to be done.

The wooden canal fleet is saving the day on the new Erie barge waterway and is vindicating the old canal style of handling freight by coming in forty strong at a time and carrying off the block of wheat which the management had taken. New boats are not numerous yet, but they are large enough to carry about as much again as the old boats used to, and next year with twelve feet of water, instead of eight at present, a fleet is promised that is adequate to make the most of this additional depth. They are trying to make politics of the canal this fall. Gen. W. W. Witherspoon, superintendent of public works, says that it is finished, which means eight feet deep, but Alfred E. Smith, democratic nominee for governor, says that it is not finished, which means twelve feet, and he will finish it.

Two days before the end of the Liberty Loan campaign the Buffalo lumbermen, under the leadership of Horace F. Taylor, president of the Lumber Exchange, announced that their allotment of \$1,400,000 had been exceeded by about \$100,000. The subscriptions numbered about 155 and included many employes as well as the dealers themselves. The list is not very perfect yet, but as it has been given out the following are among the larger subscribers: Great Southern Lumber Company, \$200,000; Taylor & Crate, with officers and employes, \$100,000; Ella Conger Goodyear, \$100,000; Norwich Lumber Company (Goodyear), \$80,000; Hugh McLean Lumber Company, \$75,000; Estate of F. H. Goodyear, Ganson and Lucia Depew, G. Elias & Bro., Jackson & Tindle, each \$50,000; Montgomery Bros. & Co. and A. J. Chestnut Lumber Co., each \$35,000; Haines Lumber Company and Atlantic Lumber Company, each \$25,000; Jeanette B. Goodyear, \$24,000; Buffalo Hardwood Lumber Company, T. Sullivan & Co., Blakeslee, Perrin & Darling, C. Boiler's Sons, A. J. Delaplante and Hendricks-Caskey Company, each \$20,000; Yeager Lumber Company, \$17,000; Graves, Manbert & George, Hurd Bros., Buffalo, Lumber Dealers' Association, each \$15,000; Standard Hardwood Lumber Company, Huntington & Finke and Mrs. Charles Goodyear, each \$10,000; Miller, Sturm & Miller, George M. Zimmermann and Dohn, Fischer & Beyer, each \$5,000.

The Buffalo Lumber Exchange enjoyed a chestnut-hunting excursion on October 10, this being the only outing held so far this year. A large party made the trip, spending the afternoon in the open. Quoit-pitching and baseball were the features of the day, next to the chestnuts, which were plentiful, and the beefsteak dinner, which was thoroughly enjoyed and reflected great culinary skill and energy on the part of the cooks, who were Fred M. Sullivan, Elmer J. Sturm, Charles N. Perrin, Eugene Nstrand and Eugene Carson. The chairman of the outing committee was W. P. Betts.

◀ PITTSBURGH ▶

The Duquesne Lumber Company reports a fair business, especially in the East. Its industrial trade has been very good until recently, and in general R. C. Hermann has no special kick to make.

The Iron City Lumber Company is doing a nice business shipping a large amount of lumber on government orders. A good portion of this goes to the eastern market, especially to New Jersey points.

The Bradley Lumber Company is opening up two new mills in Greenbrier county, W. Va., this week to cut off a fine lot of white oak timber. Its hardwood operation in Fayette county is running about 50 per cent capacity on account of labor shortage.

The Acorn Lumber Company finds that industrial trade has slumped off quite a lot this month. Prices are still holding pretty well, but would naturally ease off considerably were it not for the bad labor conditions at the mills.

September building reports show that Pittsburgh fell off only two per cent, this city making the best record in this respect of any city in the country, except Houston, Tex., which had a like showing. The total for Pittsburgh in September was \$716,000. Last week made a very unusual record, as not a single permit was issued in this city for new construction.

J. N. Woollett, president of the Aberdeen Lumber Company reports demand considerably upset. Stocks of gum and cottonwood are in such shape that he believes every wholesaler in these lines will do best to sit tight and keep his lumber rather than to try to coax winter trade by quoting lower prices.

The Bruckman Lumber Company is now a 100 per cent government concern, as practically all of its output at its big yards at Preble avenue, north side, is for stock that is going directly or indirectly into government projects. Charles H. Bruckman, president of the company, has put in a very busy year and is now furnishing a big lot of stock for the West Penn

Wistar, Underhill & Nixon

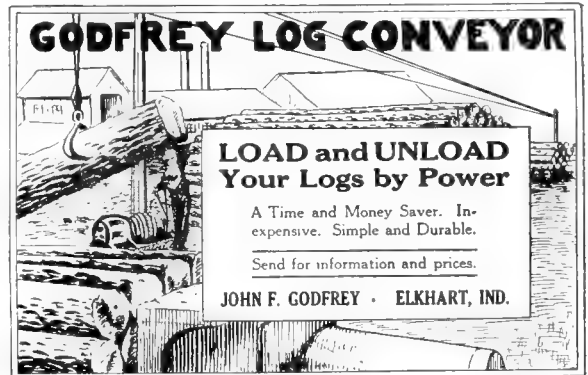
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The following stock is in excellent condition, ready for immediate shipment

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6/4" No. 2 Com. & Btr. BEECH.....	286,000'
4/4" No. 2 Com. & Btr. SOFT ELM.....	76,000'
4/4" No. 3 Com. SOFT ELM.....	30,000'
3/4" No. 1 Com. & Btr. BIRCH.....	84,000'
4/4" No. 1 Com. & Btr. BIRCH.....	108,000'
6/4" No. 2 Com. & Btr. BIRCH.....	51,000'
8/4" No. 2 Com. & Btr. BIRCH.....	17,000'
4/4" No. 3 Com. BIRCH.....	51,000'
5/4" No. 3 Com. BIRCH.....	66,000'
4/4" No. 1 Com. & Btr. MAPLE.....	48,000'
4/4" No. 1 & No. 2 Com. MAPLE.....	270,000'
6/4" No. 2 Com. & Btr. MAPLE.....	316,000'
8/4" No. 2 Com. & Btr. MAPLE.....	10,000'
10/4" No. 2 Com. & Btr. MAPLE.....	34,000'
12/4" No. 2 Com. & Btr. MAPLE.....	58,000'
5/4" No. 3 Com. MAPLE.....	36,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE.....	130,000'

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CAR AND CARGO LOTS
a Specialty

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HELENA, ARK

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Power Company's plant at Cheswick, Pa., and for the big operation of the Consumers' Miners Company at the same place.

Mayor E. V. Babcock, head of the Babcock Lumber Company, has been working from fourteen to sixteen hours per day the past two weeks in the interest of the Fourth Liberty Loan. His efforts are well rewarded, as Pittsburgh went "over the top" by nearly \$10,000,000.

The Frampton-Foster Lumber Company recently bought 5,000 acres of oak and hardwood timber at White Sulphur Springs, W. Va., on the C. & O. railroad, where it now has four mills working. President P. M. Frampton announces that the company is now working sixteen small mills on hardwood operations in tri-state territory.

◀ BOSTON ▶

New England shipbuilding is reported progressing rapidly at most of the yards. The incorporation of the Medomak River Shipbuilding Company for \$200,000 has been recorded at Lynn, Mass.

The Eastern Lumbermen's Association has taken a charter under Maine laws, the object filed being to "promote and protect the interests of persons engaged in lumbering and operate in conjunction with the United States Employment Service."

The Bradley Lumber & Manufacturing Company has been capitalized at Portland, Me., for \$1,500,000.

F. E. Dewey of the U. S. Railway Administration, who had been delegated to act on permits for all New England forest products shipments, has turned the work over to J. H. Curtis, special agent of the Washington office. Mr. Curtis will be located at the South Station, Boston, and all applications for permits not local to any one road should be addressed to him.

Wm. S. Rendle of the W. S. Rendle Company, Boston, has associated himself with Wm. F. Morang under the style of the Renmor Lumber Company at Chelsea, Mass.

◀ BALTIMORE ▶

Richard P. Baer of R. P. Baer & Co. is on a trip to Mobile, to look after operations at the mill of the Magazine Hardwood Company, the manufacturing end of the firm, and was expected also to go as far as Bogalusa, La., to see how the new plant in course of construction there is coming on.

The Federal Trade Commission is again having auditors at work in the lumber yards here to go over the books and other papers, with a view to ascertaining the overhead, the information to be used as a basis for the new schedule of prices to be agreed upon at the expiration of the

present arrangement with regard to yellow pine. That the facts may also be taken as a guide in the purchases of such lots of hardwoods as the military officers and other government authorities may want seems likely. These hardwood requirements are not large, of course, but every now and then they assert themselves.

Alexander Campbell, secretary of the James Lumber Company, has been ill for several weeks with an aggravated case of influenza, followed by pneumonia, and for a time his recovery was despaired of. In the last six or eight days he has made some progress toward recovery, and the crisis is now believed to have passed, with every prospect that he will soon be rapidly convalescing.

The Bethlehem Steel Company has decided to build at Sparrows Point, near Baltimore, seventy two-and-half-story dwellings for workmen. The houses will be of hollow tile and stucco, with slate roofs, and they are among the few construction projects which have been authorized for some time, being regarded as urgency work.

Of special interest to the lumber trade here generally was the launching on October 15 at the yard of the Maryland Shipbuilding Company, Sollers Point, of the first wooden vessel to be constructed here for the United States Emergency Fleet Corporation. The craft was christened the Guilford by Miss Mary Bond Preston, a daughter of the mayor, and is one of the Ferris type of steamers, of a capacity of 3,600 tons. The Guilford is one of six such boats for which the Maryland company has the contract, and work on it was long delayed by the non-arrival of lumber suitable for the purpose.

The American Propeller and Manufacturing Company, which operates a large factory in South Baltimore for the production of airplane propellers, has purchased a place at Key Highway, Covington street and Fifth Lane, which is to be used as an extension of its facilities.

◀ COLUMBUS ▶

The Hickory Buggy Company, Cincinnati, has been chartered with a capital of \$100,000 to manufacture buggies and carriages. The incorporators are Edwin J. Knapp, John C. Hermann, J. Laughlin, A. L. Quill and William Knapp.

Word has been received that S. B. Stanbery, formerly Cincinnati manager of the Chicago Lumber & Coal Company, has been promoted to brigadier general with the U. S. Army. He volunteered when America declared war and was made colonel with the Ohio National Guard division.

The Central Ohio Handle Company, Coshocton, has been incorporated with a capital of \$10,000 by W. B. Kissner, J. H. Ralston, H. G. McNabb, W. S. Husted and M. L. Husted.

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SPECIAL SIZES

Up to 16-Foot Lengths

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HARDWOOD LUMBER

BAND MILLS

MEMPHIS, TENN., DYERSBURG, TENN.

VENEER MILLS

MEMPHIS, TENN.

The West End Lumber Company, Cleveland, has been incorporated with a capital of \$30,000 by James W. Coleman, Ida Palmer Coleman, Emil Huy, Joseph A. Melcher and Harold L. Judd.

Of all of the various boards which have been created as a result of the war, the county non-war construction board is perhaps one of the most important. Since its organization a short time ago the board has been kept busy investigating claims of would-be constructors and deciding if the work can go forward. S. D. Hutchins is chairman of the board, which meets every afternoon to take up applications and issue permits. He says that usually those who appear before the board to present their claims for construction work accept the decision of the board gracefully.

R. W. Horton of the W. M. Ritter Lumber Company reports a pretty fair demand for hardwoods in central Ohio territory. While shipments are restricted to government essentials and permits are necessary for other shipments, it is not a difficult matter to get a permit. Box and implement factories are good customers. Prices are firm at the levels which have prevailed for some time.

Contractor D. W. McGrath has started on the work of enlarging Camp Sherman at Chillicothe, O., to about one-third more capacity. The cost of the addition will be in the neighborhood of \$3,000,000. It is planned to house 60,000 men at the cantonment after the additions are completed.

◀ CLEVELAND ▶

Hopes of a clarifying of the local building situation through the appointment of a local building permit committee are being dashed this week, as a result of inaction at Columbus and Washington. Although the local committee has been operating for nearly three weeks, and has passed upon a fair proportion of permits submitted to it, no sanction or disapproval has been received from officials at either the state or national capital from whence the final ruling must come.

Aside from the fact that this delay is of vital concern to the hardwood trade, it also seriously interferes with providing adequate housing for the vast increase in population created by the larger amount of war work being done in the Cleveland district. Since last winter, when the situation was acute enough, there has been a steady growth in population, so that unless there is speedy action from officials, supplementing the work of the local committee, the housing situation here will be more markedly serious than ever this coming winter.

That the local committee is doing its share well is admitted by lumber interests. A maximum of \$5000 for frame construction and \$6000 for brick construction has been fixed, with a view toward eliminating discrimination against either material. In either event, if the program was

carried out as originally understood, the hardwood trade would benefit equally well, for its material will be used in any construction.

Another drawback to the industry is seen here in the failure of the administration to appoint a local official on the war service committee to issue permits of shipments of lumber. In order to meet the ever pressing demands of the government for war materials, not a few factories here are making additions to their plants of frame construction in which heavy hardwoods are largely used. Failure to have proper representation here on shipping will cause unwarranted delay in Cleveland, it is pointed out, which may reflect seriously upon the output of war work.

◀ INDIANAPOLIS ▶

The Eisaman-Richer Lumber Company, of Kokomo, Ind., has erected an old-fashioned sawmill in Kokomo to assist the Government in sawing timber delivered there for army uses. The company is confining its activities almost exclusively to the sawing of black walnut, which is brought in from surrounding territory. It agreed to set up the plant to assist in handling the timber in that territory and it is understood that as soon as war conditions disappear the plant will be taken down. A switch has been made into the mill recently.

Winfred Runyan, junior member of the Caswell-Runyan Company, Huntington, furniture manufacturer, was the third man in Huntington's list of men drawn for service in the recent draft at Washington. Mr. Runyan is past the age of men who received questionnaires recently. The factory is working on a Government contract, manufacturing ammunition cases.

The Inner-Brace Furniture Company of Elkhart is now employing a large number of women workers.

Henry W. Williams, seventy-six years old, a furniture manufacturer of Seymour, died recently following an illness of ten days due to heart trouble. His condition became critical only a few minutes before his death. Mr. Williams was born in 1842. He was left an orphan at the age of ten and when twelve years old came to America with two brothers and two sisters. He organized the Seymour Furniture Company, which has been succeeded by the Seymour Woodworking Company, the original factory being destroyed by fire in 1902.

The sawmill and veneer plant of Beers & Co., Milford, Ind., was damaged by fire recently to the extent of \$2,000. It is believed that the fire is of incendiary origin. At almost the same time the fire was discovered in the plant a building some distance away in which the products of the company were stored also caught on fire. No insurance was carried on the property.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Allen F. McQuiston, seventy three years of age, a pioneer lumberman of Ft. Wayne, Ind., died recently. He had lived in or near Ft. Wayne all his life. Mr. McQuiston was unmarried, but is survived by three brothers.

◀ EVANSVILLE ▶

An organization of building contractors to be known as the Associated Building Contractors of Indiana was formed at a meeting held recently at Fort Wayne, Ind. C. C. Pierson of Indianapolis was elected president. The principal object of the organization is the protection of the building industry and improvement of building conditions generally throughout the state. The first convention of the new organization will be held in Indianapolis January 7, 1919.

A campaign has been started in the various parts of the state to cut down dead trees and use them in the place of coal during the coming winter. There is enough dead timber in Indiana, it is estimated by timbermen, to supply all the people of the state with fuel for a year or so. Coal operators are of the opinion that even should all the mines in the state operate steadily from this time on to next spring there will be a shortage of coal in the state and it behooves the people to burn wood.

The Jasper Veneer Mills, Jasper, Ind., have taken in a new partner and filed articles of incorporation with the secretary of state. W. F. Beckman, the cashier of the German-American bank at Jasper, is the new member of the firm. The capital stock of the company has been placed at \$25,000. The other three members of the corporation are John and George Gramelspacher and Joseph F. Friedman. The company will enlarge its plant and be prepared for the rush in business looked for at the close of the world war.

Miss Henrietta Foster, only daughter of Guild C. Foster, general manager of the Evansville Woodstock Company, and Charles Legeman, first lieutenant at Camp Sherman, Chillicothe, O., were married at Camp Sherman on Saturday, October 7.

Henry W. Williams, aged seventy-six years, a retired manufacturer, died recently at his home at Seymour, Ind., after a short illness, his death having been due to heart trouble and asthma. Williams was a native of Germany, but had spent most of his life in the United States. In his day he operated large furniture factories at Cross Plains, Aurora and Seymour, Ind. He is survived by one son and two daughters.

At the last meeting of the Evansville Lumbermen's Club a resolution was passed asking that shipping permit offices be established in Evansville. About two weeks before the last meeting of the club John C. Keller, traffic manager, wrote to the Car Service Section of the United States Railroad Administration asking that one of these offices be established here, and the reply was that it would be impossible to comply with the request of Mr. Keller at this time. Mr. Keller is, however, of the opinion that the officials at Washington will experience a change of heart within a short time and that Evansville will be favored by the location of one of these offices and it will mean a great deal to the lumber manufacturers and shippers of Evansville and the lower Ohio valley.

George O. Worland, secretary and treasurer of the Evansville Veneer Company, and president of the Evansville Lumbermen's Club, was elected a director of the Rotary Gum Manufacturers' Association at a recent meeting held at Memphis, Tenn., and he was appointed on the war service board to go to Washington, D. C., in a few days to see what can be done in the way of increasing the production of rotary cut lumber in the United States. Mr. Worland states there is a tremendous shortage of rotary cut lumber in the United States at the present time, and that the production must be increased in order to speed up work of winning the war.

Lumber manufacturers and shippers of Evansville and other cities along the lower Ohio valley are interested in the announcement a few days ago that the annual meeting of the Ohio Valley Improvement Association, that was scheduled to be held in Louisville, Ky., October 23 and 24, had been postponed because of the epidemic of Spanish influenza at Camp Zachary Taylor at Louisville. One of the important things that was to have come up at the Louisville meeting was the proposition of the federal government to establish a barge line on the Ohio river that would greatly relieve freight congestion on the railroads of the middle west. The lumber manufacturers of this section are vitally interested in this proposition. It is expected that a later date will be fixed for the Louisville meeting, perhaps November or December.

◀ NASHVILLE ▶

Bright open weather of October is helping the sawmill, hardwood and dimension stock people. For essentials a large volume of trade is going forward. At Jacksonsville, on Hadley's Bend, the seat of the government powder plant, many homes are being built, and up to the value of about \$3,000 building is permitted in the city, where there is a scarcity of homes. Already the prelude to holiday business has started, and the lower grades of lumber for box and shoo making are in active request. Those who purchased late in the summer before the freight advanced apparently have exhausted and are ready to purchase again. Dimension stock, railroad material and government requirements are keeping some of the local companies busy.

The effects on labor of the Spanish influenza in towns and city are considerable. Nashville has suffered less than most of the southern cities. Some of the mining sections in the Cumberland mountains, it is reported, have suffered severely.

From Chattanooga comes similar reports. The Tennessee Coffin & Casket Company has been busy training new men for emergency requirements, orders coming from far and wide. All three of the establishments at Chattanooga operated by the Loomis & Hart Company were handicapped by having some 150 men more or less incapacitated at one time. Casey-Hedges plant at Chattanooga reported about twenty per cent ill. The Lookout Planing Mills reported fifteen per cent of the workmen off duty.

◀ BEAUMONT ▶

With a dozen lumbermen on the committees and practically all the companies doubling their initial subscriptions, Beaumont went over the top in the Fourth Liberty Loan three days before the campaign closed, leaving a comfortable margin above the \$2,273,100 asked to help out the drouth stricken district. This was accomplished without asking the banks to subscribe one cent.

The counter instruction from the Emergency Fleet Corporation and the state council of defense has sent the local contractors up in the air and practically stopped building operations. The fleet corporation has practically demanded that cities which are given shipbuilding contracts see to it that workmen can secure homes. Residences were being constructed in Beaumont at the rate of from 125 to 150 a month and still unable to accommodate the increased population when the regulations were put into effect. The local council of defense promptly approved a number of applications for residences, but they were turned down by the state council. An appeal will be made to the War Industries Board for a special permit in order that the local situation can be taken care of.

L. P. Featherstone, president of the Texas Steel Company, has applied to the council of defense for permission to erect 100 residences in the northern end of the city for the accommodation of the steel company employees and shipyard workers. He pointed out that the average man would drop his building plans before he would go up against the trouble and uncertainty of securing a permit under present conditions. By assuring the prospective home owner that nothing will hinder his plans, it is expected that a long step will be made toward providing plenty of homes.

Influenza has become as common as labor and car shortage with the prospects of all three propositions remaining in status quo for some time. Some plants have been seriously crippled through this cause and the executive offices are in the same boat.

◀ LOUISVILLE ▶

Between the influenza epidemic and the embargo situation the southern lumberman is certainly between the devil and the deep blue sea. At present many of the mills are so short of help that they are unable to operate at all, as there are not enough men on hand to man one side of a double band mill. This condition is especially bad in the lumber and mining regions of eastern Kentucky, as there are very few doctors in the district, no hospitals to speak of, and contagion is spreading rapidly. A number of the big mines are down to fifty per cent production, and some of them had to stop operations entirely. Illness and inability to secure permits have resulted in production being curtailed about fifty per cent. Some mills are not shipping ten per cent of normal movement, and as a result are unable to keep operating under existing conditions.

Permits have been rolling in better during the past week, but shipments which should have gone out a month ago are just going out, as it took two weeks to find out how to get permits, and those requested by wire two weeks ago are just coming in. The result has been a full month lost out of the year by many of the lumbermen, and this is bound to hurt both small and large concerns.

Notwithstanding these conditions prices are being well maintained, although there are a few items which are a little off in price as well as demand. The curtailment of the transit privilege has aided materially in holding prices in line, but has proven a hard blow for the jobbers. A few of the lumbermen are taking things optimistically and are of the opinion that permits will start moving better before long. However, it is taking quite some time to get the machinery properly adjusted, and a few are wondering whether it ever will be adjusted to a point where shipments can be made promptly. Cars are plentiful in the South, and as soon as the permit is secured the shipment is made. However, if the lumberman later on has to wait two or three weeks for a permit, and two or three weeks for a car to ship the lumber in, it's going to be indeed a jolly state of affairs.

Every mill and yard in the Louisville section has been having trouble over the labor situation, due to the fact that government contractors need 15,000 men at Camp Knox, Stithon, in erecting the new cantonment, and this number is short by from 2,000 to 4,000, most of the time. This camp will cover 3,500 acres, and will house close to 60,000 men. It will be the largest artillery cantonment in the country. About thirty-five per cent of the work has been completed. Lumber construction is being used throughout, and all water and sewer pipe consists of wrapped wooden pipes, consisting of cedar, fir, redwood, cypress, etc. The Illinois Central main line has been moved a half mile to make room for the camp, and the old main line is now a part of twenty-six miles of terminals inside of the camp. Day labor is receiving thirty-five cents an hour, and carpenters are making around \$8 a day at this time. Naturally, Louisville is having trouble in holding men.

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



Ford H. Kahler, Sr., of the Kahler Company, New Albany, Ind., manufacturer of wooden specialties, cabinets, etc., has secured a government contract for 100,000 tables, which will keep the company going full time for six months.

Peter Klerner of the Peter Klerner Furniture Company, New Albany, Ind., has been elected vice-president of the Floyd County Bank, succeeding the late John Verma.

The C. C. Mengel & Bro. Company has about completed its new schooner, the Lieut. Sam C. Mengel, which replaces the Sam C. Mengel, torpedoed off New York in June. The new vessel was launched a few weeks ago at Portland, Me., and is about ready for her first trip.

T. W. Minton & Son, Barboursville, Ky., manufacturers of ash and hickory woodwork and specialties, have received an Honor Flag, representing the fact that the concern has filled government orders ahead of schedule. The company recently agreed to pay a bonus of five per cent on all Liberty Loan subscriptions of its employees, and allow them to pay for bonds at the rate of five per cent a week.

The Louisville Point Lumber Company has been so short of men that it has been forced to apply to the United States Employment Service for twenty men in order to keep operations going along. Almost every local manufacturer is in the same condition as a result of the government demand.

The Jeffersonville, Ind., branch of the American Car & Foundry Company, which for several years has been making nothing but passenger coaches, has secured an order for 1,400 wooden cars with metal bottoms, for use in France, these cars to be of the gondola type. It is planned to build them and knock them down for shipment to France.

Volney H. Bryant, treasurer of the Mengel Box Company, is one of the directors of the Louisville Automobile Club, who has had charge of supplying cars owned by members of the organization to take care of transportation of nurses, and for handling sick from the city hospital and base hospital at Camp Taylor. Thirty cars a day have been needed for this work, and the club members have taken care of the demand. Autos belonging to Alfred Struck and C. C. Mengel were among those in service.

The Fourth Liberty Loan drive in Louisville was a huge success. The city's quota was raised within six days, but since that time has been over-subscribed by more than \$3,000,000, by 80,568 subscribers, who subscribed \$18,037,500. One of the late subscriptions came from William Dresdent, Cape Garcias, Nicaragua, where he is employed by the C. C. Mengel & Bro. Company. This subscription was for \$5,000.

Edward J. Schlamp, president of the George Delker Buggy Company, Henderson, Ky., died on October 12, of pneumonia, which followed influenza. Mr. Schlamp was well known in the hardwood trade of the central district. He was a prominent Mason and Elk.

The influenza epidemic that has had Kentucky in its grasp for two weeks or more is not quite so bad as it was, although the civilian death list and military death list, the latter at Camp Taylor and Camp Knox, have been heavy. New cases are numerous, but deaths reported are fewer. The State Board of Health has matters well in hand. All amusements are closed, and retailers are not permitted to hold bargain sales. Saloons and soda fountains have to close at 6:30 in the evening. Crowds are not allowed to congregate. Cars are limited to the number of passengers they may carry, and must keep all windows and doors open except when it is raining. Chairs have been removed from all hotel lobbies. Conventions have been called off. Schools and churches are closed. If it wasn't for the lifting of the gasolineless Sunday edict, it is hard to figure out just what would be left for the public to do. However, conditions are and have been serious, and every effort had to be made to help. The fall races at Latonia have been indefinitely postponed, and the convention of the Ohio Valley Improvement Association, on water ways and Ohio River barge lines, has been called off for the time being. The State Board of Health is not permitting any conventions, and it is understood that the loggers' convention at Lexington for this week has been postponed indefinitely.

ARKANSAS

The Brinkley Lumber Company, which is incorporated under the laws of Indiana, has filed certificate with the secretary of state of Arkansas naming William L. Brown as its agent for service in this state.

The Honsberger-Monroe Lumber Company, Fort Smith, and the Superior Chair Company, West Helena, have surrendered their charters and been dissolved.

Charles L. Thompson, a well-known architect of Little Rock, has been named as chairman of the Non-War Construction Board of the State Council of Defense. Mr. Thompson has given up his work as an architect during the period of the war, and is now devoting his entire time to this phase of government work.

WISCONSIN

The Girard Lumber Company, Dunbar, Marinette county, which finished its run several weeks ago, has decided to discontinue operations and will dismantle the sawmill, keeping the planing mill at work until the present

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Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

Plain Oak—1 car 2", 2 cars 2 1/2", 1 car 3" FAS. Soft
Maple—2 cars 2 1/2" No. 1 com. & better. Soft Elm—1/2 car
3", 1/4 car 2 1/2" and 4 cars 8/4 Log Run. 1 car 4/4 No. 1
& No. 2 com. Red Gum, 1/2 car 10/4 No. 1 com. & better.
Quartered Red Gum, 1 car 4/4 Log Run Quartered Black
Gum; 3 cars 4/4 FAS Quartered White Oak.

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Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

Even Color

Soft Texture

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OAK FLOORING

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our own manufacture, from our own tim-
ber grown in Eastern Kentucky.

PROMPT SHIPMENTS

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(INCORPORATED)

CINCINNATI, OHIO

stock of lumber is prepared for shipment. The machinery and equipment of the sawmill is now being removed and will be re-erected elsewhere. Charles I. Wells, for many years manager of woods operations and superintendent of the Dunbar & Wausaukee railroad, has accepted the position of general manager of the Forster-Mueller Lumber Company at Hiles, Wis.

The Fountain-Campbell Lumber Company, Ladysmith, Wis., is running its mills at that point night and day in order to fill urgent government requirements and other business. Most of the output consists of box and crating lumber, the demand for box material being particularly heavy. The production is being kept at the highest point possible under present conditions of acute labor shortage.

The N. Ludington Company, Marinette, Wis., recently sold a tract of 2,500 acres of hardwood timber, estimated to contain 17,000,000 feet, to the Von Platen Lumber Company, Iron Mountain, Mich. The timber is located near Pentago, Mich.

The Northern Wood Products Company, Glidden, Wis., has broken ground for a new handle and hardwood specialty manufacturing plant to replace the factory which was destroyed by fire about three months ago.

The J. S. Stearns Lumber Company, Odanah, Wis., sustained an estimated loss of \$60,000 to \$75,000 by fire, which destroyed the company hotel, boarding house, some dwellings and other buildings. The mills were saved. The village will be rebuilt immediately.

The Gresham Milling Company, Gresham, Shawano county, Wis., has been incorporated with a capital stock of \$25,000 to log and saw timber, manufacture woodenware and building material, and operate a flour and feed milling plant. The incorporators are business men of Gresham and include Henry Hoffmann, Andrew Mader and Reinhold Kopelke.

The Flambeau River Lumber Company, Ladysmith, Wis., is planning to keep its sawmill in continuous operation through the winter months this year to make up for a rather curtailed cut during the summer because low water in the Flambeau greatly delayed its drive. Most of the input of logs of the winter of 1917-1918 is included in the drive, which is expected to reach the mill within a week's time. Ordinarily the drives arrive at the mill before mid-summer.

George H. Bauer, Janesville, Wis., with a crew of five men, is combing Rock county for the purpose of taking out black walnut timber for urgent government needs. Mr. Bauer is under contract with John A. Laska, Chicago. He expects to collect from 700 to 800 logs from 8 to 18 feet long and averaging 14 inches in diameter.

Walter H. Schroeder, who resigned as sales manager of the Kieckhefer Box Company, Milwaukee, to enlist in the military service last December, has been commissioned a first lieutenant in the medical corps. Lieut. Schroeder joined Base Hospital No. 22, a Milwaukee unit, as a private, and when the command started for France in April he had reached the rank of first sergeant.

The Blackmarr Machine Company, Washburn, Wis., is preparing to engage extensively in the manufacture of a steam power machine designed for house-moving, stump-pulling, land-clearing, logging, lumber piling, etc. It is now building several large machines for contractors who are relocating the village of Hibbing, Minn., on a site three miles from the original location.

The David Tozer Company, Stillwater, Minn., has filed articles and a statement to do business in Wisconsin, having contracted to recover submerged and sunken logs from the St. Croix river in this state. It also will do a general logging business. The capital stock is \$50,000, of which \$25,000 is stated to be invested in Wisconsin.

A. W. Highfield, president of the Webster Manufacturing Company, Superior, Wis., was a member of a committee of three representatives of the woodworking industry of northern Wisconsin and eastern Minnesota who went to Washington to confer with federal authorities relative to obtaining war work for such plants. Assurances have been received that contracts will be assigned to the factories as rapidly as arrangements can be made. Furniture and chair manufacturers are particularly interested in the movement.

Walter W. Schmidt, vice-president and general manager of the Combination Door Company, Fond du Lac, Wis., was among the many victims of the epidemic of Spanish influenza raging throughout the country. Mr. Schmidt passed away October 17, the malady having developed into pleuro-pneumonia. He was thirty-two years of age.

E. S. Barker, fuel administrator of Chippewa county, Wisconsin, has placed an embargo on all shipments of cordwood, the idea being to conserve the available supply in this territory because of an acute shortage of coal. Railroads have orders to refuse shipments and shippers have been told that cordwood must be sold only to consumers within the county. Dry maple is selling for \$12 per cord at present.

The Larson Lumber Company, Jeffris, Wis., also known as Bundy, lost between 3,000,000 and 4,000,000 feet of lumber when fire attacked its mill yards and storage piles on October 12. The Wolf River and the Union Wholesale Lumber companies also sustained a loss.

The Rice Lake Lumber Company, Rice Lake, Wis., has been able to continue operations in its big sawmill only with great difficulty during the last few weeks, due to the fact that many of its men are being attracted to other cities by high wages paid in munition plants. The logging camps are still in operation, however.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Hardwood Market

< CHICAGO >

The Chicago trade is getting more or less accustomed to the embargo and is finding ways and means of handling the gear so that permits are coming along more smoothly. At the same time the trade is falling into a more or less acceptance of the desirability of spending the major effort on cleaning up odds and ends and in developing war business as it appears. The general verdict here is that trade is rather slack and will pretty much continue in the usual line. At the same time there is a consistent continuing strength in prices, no very startling quantities of lumber being offered.

< BUFFALO >

The hardwood trade is quiet, the railroad embargo having checked a good deal of buying. Some business is being done under permits, but it is much below the normal. Dealers have found it fairly easy to get permits, though the delays involved are considerable, and it is hoped that some better method of granting permits may be worked out. While the loan campaign has been on trade has naturally shown some diminution. The influenza epidemic has also had a detrimental effect. War orders have continued to make up the great bulk of the orders.

The talk of the war ending soon has led to a good deal of discussion as to the future of trade. Dealers expect that a good deal of readjustment will be necessary during the next few months, and they are hopeful that regular lines of business will soon be in the market again. As it is scarcely anything is being done in the building or furniture lines, while an abnormal trade is being done in lines which before long will not be so active. Confidence is felt that hardwoods are going to be wanted in large quantities and that prices will continue strong.

< PITTSBURGH >

Hardwood men are feeling pretty blue. They miss the automobile trade especially. They also feel the lack of business from the furniture concerns. These two lines have always been big features for the Pittsburgh wholesaler. Railroad trade is very indifferent, except for white oak, and yard demand is almost unheard of. As a result the market in general lags badly. Prices are fairly well held because production at the mills is only about 50 per cent of normal on account of labor conditions. Wholesalers say that if the mills were producing anything like their full output prices would drop with a thud. Mining operations are slightly better and a fair amount of lumber is being sold for this purpose.

< BOSTON >

The hardwood trade of this district, while deeply settled into war work, shows an unexpected demand for domestic work. The inquiries of the latter nature are numerous but not large, and taken with the heavy military, naval and marine requirements, available stocks are being kept at a low ebb. Transportation conditions are considerably improved, as both single-road and Car Service Section permits are obtainable locally and are being granted freely at the present moment.

< BALTIMORE >

Hardwood trade conditions continue to be in fair shape, with the inquiry sufficiently large to take up stocks in quantities that prevent troublesome accumulations, and with the range of prices high enough to insure attractive returns. It cannot be said that further increases have taken place of late, but recessions of a material sort have also been avoided, and such business as can be done yields very acceptable margins of profit. Information from the mills, especially those in the far South, is to the effect that the manufacturers show much concern as to the future, being utterly unable to read the signs of the times, and feeling that no trustworthy forecasts are possible. Some of the plants are shut down, while others operate at reduced capacity, which naturally serves to impart firmness to the list of prices. Labor is scarce and very expensive. Doubt prevails as to length of time such a condition may be expected to continue. Announcement of freight embargoes caused many of the producers to feel rather blue as to distribution, and the readjustment of industries to meet war needs has done much to upset markets as far as the demand is concerned. None of the elements of uncertainty has been eliminated of late; they may even be said to have become more pronounced. Buyers should be receptive enough if they were able to calculate with the future to any degree, but the absence of all reliable indications imposes caution as far as entering into commitments is concerned, while the producers, for their part, are disposed to go slow on account of the general business situation, which makes for conservatism. The hesitancy is perhaps more pronounced now than it has been because of the indications that the war is nearing its end. Thus, while war conditions cannot be counted upon to continue for any length of time, the means of estimating what to expect with the country on a peace basis are still too meager to serve as a foundation for positive conclusions. It is the period of greatest uncertainty with the exception of the first days or weeks after

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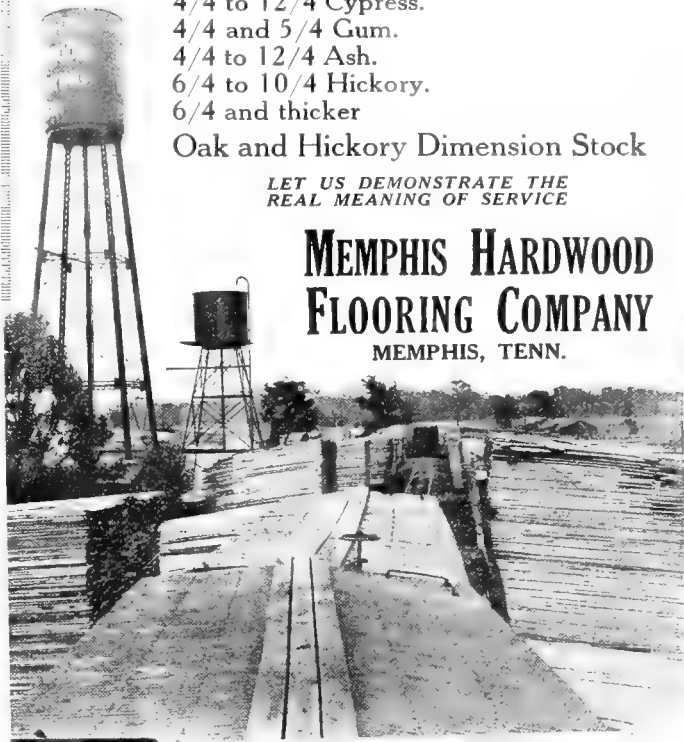
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4/4 to 12/4 Cypress.
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4/4 to 12/4 Ash.
6/4 to 10/4 Hickory.
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Oak and Hickory Dimension Stock

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Milwaukee, Wisconsin

the breaking out of the war. The demand for certain stocks, among them low-grade maple flooring, on the part of the government seems to have abated to a very considerable extent, so that such stocks are in far larger supply, probably with some easing off in the quotations.

< COLUMBUS >

Considerable strength is shown in the hardwood trade in central Ohio territory, despite the restrictions of the federal authorities. The demand for stocks come principally from manufacturing plants engaged in making boxes and implements. Furniture factories are also buying fairly well under the circumstances. On the whole the tone of the trade is generally satisfactory and prospects for the future are bright.

Shipping restrictions have been raised slightly and consequently there is a considerable volume of hardwoods coming into this territory. Permits, which are required for all non-war work, are not hard to secure. There is a better car supply from many southern points. Retail stocks are not very large, but in most cases they are ample for the present. Rural dealers are having the best trade, as rural construction work is going ahead quite actively.

The price list is firm all along the line. There is no cutting to force trade and every change is toward higher levels. This is especially true of plain and quartered oak and poplar. The lower grades of poplar are especially strong. Chestnut, ash and basswood are firm. Some walnut is moving. Collections are not so good as formerly, evidently due to the effects of the Fourth Liberty Loan.

< CLEVELAND >

About the most important development in local hardwood circles is the hint that the government will be in this market for quantities of all kinds of this material for building and other purposes before the end of the year. Tentative specifications in the hands of local interests has made for considerable figuring on these possible contracts, but there is nothing to indicate at the moment when they will go through. In view of the fact that building operations so far are practically nil this new work will be of much value to the trade here. It is in this direction the hardwood interests here are looking for the normal outlet to their stocks. Practically the only business now coming forward is that for automobile, body and similar work, which is keeping supplies of oak, hickory, maple, poplar and other woods at a fair level here. Supplies of other hardwoods are fair, as the favorable fall weather is expediting deliveries from producing districts into this market. All yards here are holding firm as to prices, as the increased cost of the material itself, and that of freight and handling here, are sufficient to offset any possible chance of reduction, even though the output is for the time being limited.

< INDIANAPOLIS >

Very little change is seen in the hardwood situation from week to week, except increased demands for government work. Reports are received each month that several of the large consuming plants have joined the column of war industries. With many furniture companies working on war orders, the companies that are continuing their old lines find plenty to do in supplying the trade, although the furniture manufacturing trade has been embarrassed somewhat recently in trying to meet the new government requirement regarding the manufacture of furniture.

The campaign which has been under way in Indiana for several months to induce farmers to depart with their walnut groves is proving very successful. Farmers who have held these groves for years with pride are showing a willingness to dispose of the timber in order to be of assistance to the government. The newspapers are assisting in the campaign by giving wide publicity to the patriotic motives that lead farmers to sell their walnut groves.

The trade reports that it is experiencing less difficulty as a result of the recent government embargoes. The new rules were little understood at the time they were promulgated and as a result business was practically paralyzed for a week or ten days. Manufacturers now have become acquainted with the new regulations and business is assuming its normal conditions.

The nature of demands in the hardwood market have changed but little and prices remain about the same.

< EVANSVILLE >

Trade continues fairly good with the hardwood lumber manufacturers of southern Indiana and Illinois and western and northern Kentucky, and the up-town sawmills in Evansville are running on steady time. Many of the country mills, however, have been closed down because of their inability to get logs and also because of the labor shortage. The log supply is much better, and as many of the men in the southern states, who get out logs during the winter months, have laid by their crops and are now back in the logging game again. Manufacturers here report the labor shortage still a source of much worry, but believe that the condition will be improved with time. Walnut has been in good demand during the past month, especially such grades as are required in the making of war materials. Quartered white oak is strong, but plain white is not so good. Ash and poplar are strong and maple and gum continue in fairly good demand. Cottonwood is still in good demand by the various box manufacturers of the tri-state territory whose plants are busy on war contracts. Retail lumber trade has not been good for some time. Many of the

country yards are running low on stocks and it has been necessary for them to buy from Evansville and other cities in this territory. Along last spring the country yards, as a rule, bought sparingly and now they realize their mistake, as the yards that laid in good supplies have been getting the business. Building operations in Evansville are almost at a standstill. Most of the wood consuming factories in tri-state territory are being operated on steady time and manufacturers of furniture report the trade outlook as very good.

BEAUMONT

With the wholesalers in practically every section of the country inquiring for general stocks, the hardwood outlook is considerably better and mill men expect all the business they can take care of during the winter months. On account of the extreme shortage of labor they have not been in position to make the best of favorable logging weather to prepare against winter and this is liable to be reflected in the market.

Permits for embargoed points are now more easily procured and very little business is being lost from that score. Without a dissenting voice, the lumbermen declare that the east of the Mississippi and north of the Ohio embargo is the best thing that could have happened to the industry, for it will stop the shipments to order which have always been a disturbing factor and entailed considerable loss on the manufacturers as a whole. Some concerns got in the habit of waiting for these pickups, and it was hard to interest them in a shipment unless there was some inducements offered. It proved an even more disturbing factor when future shipments were mentioned.

The building restrictions have somewhat lessened the demand for material suitable for interior finishings, but this has been more than offset by the amount of material being taken by the government.

Mill men claim that they have quit looking for labor and are content with a few hands to represent the force. Some of them are turning out finished lumber by stopping the saw when the planer is running, while others are able to maintain a 70 per cent capacity in all departments.

LOUISVILLE

Reports from the local trade show that business is generally quiet, although some inquiries and orders are coming. Uncle Sam is by far the best customer. If permits could only be secured with dispatch business would be much better than it is. However, with the present shortage of labor many of the concerns would have trouble in getting out much lumber, as many of the mills have less than fifty per cent of their normal force on hand, due principally to influenza.

There has been a little improvement in the demand for both plain and quartered oak, plain selling in thick stock of 10/4" to 14/4," bending oak for the ordnance and war department being purchased by the government. Poplar is better than ever, and has been one of the best items in the hardwood list for months, there being a good export demand. Quartered oak is used commercially in the East, and indirect war work, FAS and No. 1 common and better, inch and up, being good. Beech is moving to the chair manufacturers. Sycamore is dead just now, while gum is merely managing to keep going. Cherry has been selling along with walnut for aeroplane work. Hard maple is one of the best bets, it being good in all grades and thicknesses. Chestnut has hit the toboggan a little, as the furniture trade is not buying, there being no especial demand for core stock at this time.

ST. LOUIS

The demand for hardwood is very light. The local furniture factories are taking some wood, but there is little call from other sources of consumption. The box industries, with the exception of the plants engaged in the manufacture of war material, are the best buyers. The plants engaged in war work are buying rather liberally. This class of business, therefore, is quite good and nearly every item on the list is being taken. The demand for cypress is light. The industrial plants are placing a few orders and the country yards are taking some, but there is little business from other sources. Because of this fact, mixed cars are being sold almost exclusively.

MILWAUKEE

Under the influence of continued heavy demands for hardwoods of various kinds for government use, the market from the standpoint of manufacturers is active and owners of mills are bending every effort to keep production at a high level. In this, however, they are greatly handicapped by the acute shortage of labor, which is steadily growing worse as the new draft progresses.

Requirements of box lumber and crating stock form a large part of requirements. There also is a broad demand for veneers for aircraft manufacture, and of lumber for gunstocks, tool handles and similar needs. While the embargo is affecting the industry to some extent, most mills are able to ship all the material they can manufacture, because of the nature of the orders.

Furniture and other industries which consume large quantities of hardwood lumber, veneer, etc., are making an active campaign for war work. In some cases the effort already has been rewarded; in others, prospects are growing better for government patronage.

Wholesalers report hardwood trade quiet. Prices generally are steady to firm.

WE HAVE THE FOLLOWING STOCK TO OFFER:

HARD MAPLE

3 cars	5/4 No. 1 Common and Better
12 cars	6/4 No. 1 Common and Better
5 cars	8/4 No. 1 Common and Better
3 cars	10/4 No. 1 Common and Better
3 cars	5/4 Log Run
4 cars	6/4 Log Run
4 cars	8/4 Log Run
5 cars	4/4 Log Run

SOFT MAPLE

5 cars	8/4 Log Run
1 car	12/4 No. 1 Common and Better

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Buying and selling, financing and all other timberland services, including the reliable

Lacey Reports

on stumpage quantities and values.

JAMES D. LACEY TIMBER CO.

James D. Lacey & Co.
INTERNATIONAL TIMBERLAND FACTORS
EST. IN 1880

1750 MCCORMICK BUILDING, CHICAGO

New York—Chicago—Seattle



SERVICE

FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

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Full Coverage, Correct Forms, Lowest Rates

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Specialists in Lumber Fire Insurance

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EMPLOYEES WANTED

WANTED—MAN

Not subject to draft with lumber experience in cypress and gum, qualified to handle retail orders, do necessary bookkeeping, small yard and sawmill combined. Write

HAYES LUMBER CO., Hayes, La.

WANTED

Operator with band mill 15 million capacity and logging equipment to join me in operating tract timber 85 million feet on Murphy Branch, Southern R. R. Own timber outright and will supply all working capital and dispose of product. Address, "BOX 107," care HARDWOOD RECORD.

EMPLOYMENT WANTED

SALES MANAGER

wants position. Fifteen years' experience. Married, 33 years old. Address, "BOX 99," care HARDWOOD RECORD.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

For Government Work.

Will inspect when loaded and pay cash.

THE STEELE-ALDERFER COMPANY,

Cuyahoga Falls, Ohio.

WANTED

Willow logs 13" and over in diameter.
PLOTORP MNFG. CO.,
4611 West 12th Street,
Chicago, Ill.

LUMBER WANTED

WANTED—BASSWOOD

No. 2 and better, 4/4, for spot cash.
Address "BOX 91," care HARDWOOD RECORD.

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

LUMBER WANTED FOR GOVERNMENT WORK

The daily Bulletins of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of Hardwoods for government departments and government contractors with lists of new contracts, prices, etc. Write for free sample bulletins.

WANTED TO BUY

Hard and soft wood Slabs and Edgings, 12", 16", 24", 30" and 48" for fuel wood. Also Cordwood. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

BUTTERNUT WANTED

10,000 ft. 6/4, 5,000 ft. 4/4 No. 1 Common & Better. Delivered Boston—cars guaranteed.
JAMES & ABBOTT COMPANY,
No. 155 Milk Street, Boston, Mass.

WANTED

20 cars 6/4 log run elm; 10 cars 4/4 clear faced quartered white oak strips, 3, 4, 4½ and 5" wide. Quote delivered prices on each grade f. o. b. cars Thomasville. **T. J. FINCH & BROTHER,**
Thomasville, N. C.

WANTED CARLOAD LOTS

Hickory, Maple, Beech or Oak Cordwood, dry Hardwood Sawdust. Cash with order.
J. C. MALONEY, Swissvale, Pa.

WANTED FOR CASH

2 cars Oak Squares 2"x2"-30"
2 cars 3" FAS & No. 1 Com. Oak 7' & 14'
2 cars 10/4 FAS & No. 1 Com. Oak 7, 8, 14 & 16'
JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana.

DIMENSION STOCK FOR SALE

FOR SALE

Hardwood Dimension Stock

1 car Hickory 1"x3-12" wide x 8" to 72" lg. D2S
½ car White Oak ½" to ¾" thick x 2½" wide x 11' to 16' long
1 car 1"x1" Hickory Squares
1 car ¾" Hickory Dowels 12" to 44" long

Will quote very low prices.

G. ELIAS & BRO., INC., Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED TO BUY

5 cars 2x2-30" Clear Oak Squares.
5 cars 2x2-19" Clear Oak Squares.
5 cars 1½x1½-19" Clear Oak Squares.
10 cars 1½x1½-20 and 40" Clear Oak Squares.
5 cars 1¼x2¼-5' clear Oak.
5 cars 1½x2½-5' clear Oak.
10 cars 1¼x2 and 2¼-40" clear Oak.

Write for orders to cut. We are always in the market.

THE PROBST LUMBER CO., Cincinnati, Ohio.

TIMBER LANDS FOR SALE

TIMBER AND LAND FOR SALE

5,000 acres Maple, White Pine, Spruce, Hemlock, Birch, Balsam and Cedar. Land is level and gently rolling; good soil. Timber easily logged; close to railroad, near Soo Junction, Upper Peninsula, Michigan.

Owners are part in hands of an Estate, part retired business men. Price \$35.00 per acre; will warrant an investment to resell to double money. If operated money could be doubled many times.

Will give time to estimate and look property upon payment of forfeit. Will guarantee our estimates. Without doubt the best buy in Michigan. Interested parties write at once to

H. F. BOUGHEY, Traverse City, Mich., for terms, estimates, maps, etc.

VERY DESIRABLE MAHOGANY

timber for sale, an exceptional fine tract, great bargain. Address, "BOX 106," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE VENEER MILL EQUIPMENT

Three (3) Smith, Myers & Schnier veneer saws; 15 sets of segments; all dry kiln equipment; two (2) one-hundred horsepower Sinker-Davis boilers, which are practically new; one (1) one-hundred twenty-five horsepower Sinker-Davis engine, practically new; one (1) two hundred thirty-volt dynamo; one (1) 6x7 upright engine, and other minor equipment. This machinery will be sold as a whole or in part. **DIAMOND VENEER CO.,**
Edinburg, Ind.

WANTED

REFUSE BURNER

Must be in good condition. Give size and location. Name price FOB cars.

OWEN BOX & CRATING COMPANY,

Owen, Wisconsin.

LUMBER FOR SALE

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills. The mills make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, Lumbermen's Bureau, 810 Munsey Building, Washington, D. C.

WE HAVE HALF MILLION FEET

very fine beech timber and will take orders to saw any thickness. Please submit your requirements. **SWAIN-ROACH LUMBER CO.,** Seymour, Ind.

FOR SALE—BASSWOOD

5/4 & 6/4 No. 2 common. Can dress and resaw if desired. **WALTER C. MANSFIELD,** Menominee, Mich.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FOR SALE

110 M 12 4 No. 1 Common & Better tough Indiana White Ash. 3 years and over dry. Good average widths and lengths.

2 M 16 4 No. 1 Common & Better tough Indiana White Ash. 3 years and over dry. Good average widths and lengths.

25 M 4 4 No. 1 Common & Better Hard Maple, 3 years dry. Good average widths and lengths.
15 M 16 4 No. 1 Common & Better Mich. Hard Maple, 3 years and over dry.

The above has all been well taken care of and is exceptionally fine stock. Write for delivered price. THE W. E. HEYSER LUMBER CO., Cincinnati, O.

FOR SALE—SMALL CAR

Of Black Walnut cuttings 4" and up to 14" wide; 12" to 72" long. Kiln dried, dressed on two sides. About two-thirds $\frac{1}{8}$ " and one-third $1\frac{1}{8}$ ". 35% firsts and seconds, 35% No. 1 Common.

THE BUCKSTAFF COMPANY, Oshkosh, Wis.

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

TIMBER FOR SALE**HARDWOOD AND CYPRESS TIMBER**

for sale to the highest bidder. Bids will be received by D. E. Lauderburn, Forest Engineer, Presbyterian Bldg., New York, up to and including November 30, 1918, for all the merchantable timber on certain designated areas amounting to 1,055 acres, more or less, comprising all the timbered areas on the Burlank Sugar Tree Grove Farm near Smith Mills, Henderson Co., Ky., estimated to be 9,698,000 ft. B. M., more or less, of Oak, Gum, Cypress, Maple, Elm, Ash, Hickory, Cottonwood, Sycamore, Walnut, and other kinds of hardwoods. No bid less than \$50,000 will be considered. The right to reject any and all bids is reserved. Full information concerning the timber, conditions of sale, and other details may be obtained from D. E. Lauderburn, Presbyterian Bldg., New York.

SALE—TIMBER

Fine body Hardwood and Hemlock, large size timber, Western North Carolina. Will build necessary railroad, connect with main line. 9,000 acres in feet, 107,000,000 feet timber. Small down payment, balance pay as cut. Applications from responsible operators only considered. Address, "BOX 109," care Hardwood Record.

MISCELLANEOUS**FOR SALE**

100 Bark spuds

1 Mile used rail

4 Railroad frogs

6 Railroad switches

1 Hand car

1 Gasoline car

1 Dump cart

2 Blacksmith outfits

3 Tons usable spikes

14 Strech lumber buggies

3 Haul-off rigs

10 Good logging teams and harness.

All kinds of logging tools and equipment.

GURNEY LUMBER COMPANY,

Gurney,

Wisconsin.

HARDWOODS FOR SALE**LUMBER****ASH**

NO. 1 C. white, 6 1/4", reg. width, good lgth., 1 yr. dry, good texture. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. 4 1/4-12 4", 2 yrs. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 3 8 & 1 1/2", reg. width & lgth., 6 mos. dry; FAS 5 8", 10" & up, reg. lgth., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

COM. & BTR., 4 1/4-8 4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 2 C. & NO. 3 C., 4 1/4", 4" & up, 6-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 & 3 C., 4 1/4"; FAS 5 4", 6-9"; SEL 5 4, 8 4, 10 4 & 12 4", 6" & up; NO. 2 C. 5 4; NO. 1 C. 8 4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 4 1/4 & 8 4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4", ran. width & lgth., 14 mos. dry. J. V. STIMSON, Huntingburg, Ind.

COM. & BTR., 10 1/4", reg. width & lgth., 3 mos. dry; NO. 2 C. 4 1/4", reg. width & lgth., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 1 C. & BTR., 12 1/4", reg. width & lgth., 1-4 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 1 C. & BTR., 4 1/4 & thicker; SEL & FAS 5 4", 6-10", 8 & 10"; SEL & FAS 10 1/4", 10" & wider, largely 8-12"; SEL & FAS 12 1/4 & 16 1/4", 6" & wider, medium texture, spec. price; NO. 1 & 2 C., soft, 10 1/4 & 12 1/4", 3" & wider, special price; ONE FACE CLR. STRIPS 5 4, 3-5 1/2". THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

COM. & BTR., 8 4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 8 4 & 12 1/4", reg. width & lgth., 3 mos. dry; NO. 1 C. 4 1/4", reg. width & lgth., 6-8 mos. dry. WOOD-MOSAIC LUMBER CO., New Albany, Ind.

BASSWOOD

FAS 4 4", good widths., 15% 14 & 16", 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., & NO. 3 C. 4 1/4", reg. width & lgth., 4 mos. dry, full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

COM. & BTR., white, 5 1/4", reg. width & lgth., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. & BTR., & NO. 2 C. 4 1/4"; NO. 2 C. & BTR., 5 4"; NO. 3 C. 4 1/4, 5 4 & 6 4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

BEECH

NO. 2 C. & BTR., 6 1/4", reg. width & lgth., 10 mos. dry, 30% FAS; NO. 3 C. 5 8", reg. width & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN 6 1/4". JOHN HALFPENNY, INC., Philadelphia, Pa.

LOG RUN 5 1/4", ran. width & lgth., 1 yr. dry; LOG RUN 6 1/4", ran. width & lgth., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 5 8", reg. width & lgth., 2 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

FAS, red, & NO. 1 C. & BTR., sap, both 4 1/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS 8 4", good width & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C. 4 1/4 & 5 1/4", reg. width & lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS 8 4, 10 4, 12 1/4 & 16 1/4", good widths & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. 4 1/4", reg. width & lgth., 1 yr. dry, band sawn. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR., 4 1/4, 5 1/4 & 6 1/4"; NO. 3 C., 4 1/4, 5 1/4 & 8 1/4"; NO. 2 C. & BTR., 10 1/4 & 12 1/4"; NO. 1 C. 5 1/4"; NO. 1 C. & BTR., sel. red, 6 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. width., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4 1/4", reg. width & lgth., 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

NO. 1 C. 4 1/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 4 1/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

FAS 4 1/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN 4 1/4", ran. width & lgth., 14 mos. dry. J. V. STIMSON, Huntingburg, Ind.

CHESTNUT

FAS 4 1/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 4 1/4-8 1/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 4 1/4", good widths & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COTTONWOOD

FAS, NO. 1 C., NO. 2 C. & BOX BDS., all 4 1/4", reg. width & lgth. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 2 C. 4 1/4, 5 1/4 & 6 1/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C., 4 1/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

CYPRESS

SEL 8 1/4", good widths & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4 1/4, 5 1/4, 6 1/4 & 8 1/4", ran. width & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4 1/4, 5 1/4, 6 1/4 & 8 1/4", ran. width & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 4 1/4-8 1/4". THE KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. & NO. 2 C. 4 1/4", 4" & up, 14-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, SEL. & SHOP, all 4 1/4", reg. width & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 SHOP & BTR., 4 1/4-16 1/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS 12/4", good widths. & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 4/4, 8/4 & 12/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN 12/4", reg. width. 14-16", air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS 8/4-16/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN 6/4", 4" & up, 6-16", green. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN 6/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN 4/4 and thicker, can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. & BTR., 5/4"; NO. 1 & 2 C. 6/4"; NO. 2 C. & BTR., 8/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 C. & BTR., 6/4 & 12/4", reg. width. & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

LOG RUN 16/4", reg. width. & lgth., 4 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

LOG RUN 8/4 & 12/4", reg. width. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 2 C. & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., all thicknesses, reg. width. & lgth. BOX BDS., 4/4", reg. width. & lgth. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 9-12" and 13-17", 14-16", air-dried; NO. 3 C., 4/4", reg. width. 14-16", air-dried. R. J. DARNELL, INC., Memphis, Tenn.

LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", ran. width. & lgth., 1 yr. dry; NO. 2 C. 4/4", ran. width. & lgth., 10 mos. dry; BOX BDS., 4/4", 13-17", ran. lgth., 1 yr. dry. J. V. STIMSON, Huntingburg, Ind.

BOX BDS., 4/4", 13-17", reg. lgth., 8 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 2 C. 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

FAS 6/4". WELSH LUMBER CO., Memphis, Tenn.

GUM—PLAIN RED

COM. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & BTR., all thicknesses. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width. & lgth., dry. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS 5/4". NO. 1 C. 4/4 & 5/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

GUM—QUARTERED RED

COM. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., all thicknesses. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. 4/4", reg. width. 14-16", air-dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. width. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS & NO. 1 C. 4/4", reg. width. & lgth., 6 mos. dry; COM. & BTR., 5/4 & 6/4", reg. width. & lgth., 1 yr. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

COM. & BTR., 8/4". WELSH LUMBER CO., Memphis, Tenn.

GUM—TUPELO

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. BOX BDS. 4/4", 9-12", 13-17", reg. lgth., 6 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. 4/4 & 6/4", 4" & up, 10-16", 6 mos. dry, all wide in. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS 4/4 & 5/4", reg. width. & lgth.; BOX BDS., 4/4", 13-17", reg. lgth. RUSSE & BURGESS, INC., Memphis, Tenn.

GUM—MISCELLANEOUS

FAS 4/4", 6" & up, 10-16", 6 mos. dry, all wide in; NO. 1 C. & NO. 3 C. 4/4", 4" & up, 10-16", 6 mos. dry, all wide in. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 8-12" and 13-18". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

HICKORY

NO. 1 C. & BTR., 10/4 & thicker, ran. width. & lgth., 3 mos. dry; NO. 2 C. & BTR., 8/4", ran. width. & lgth., 2 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 8/4", reg. width. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

COM. & BTR., 10/4", reg. width. & lgth., 2 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2-16/4", plain & figured, Mexican & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago.

MAPLE—HARD

FAS 5/4", good widths. 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR. 4/4 & 5/4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS 10/4", good widths. & lgth., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4, 6/4, 8/4, 10/4 & 16/4", reg. width. & lgth., 4-10 mos. dry; NO. 3 C., 4/4, 5/4, 6/4 & 8/4", reg. width. & lgth., 6 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 1 C. & BTR., 6/4, 8/4 & 10/4". JOHN HALFPENNY, INC., Philadelphia, Pa.

LOG RUN, 4/4 & 6/4", 4" & up, 10-16", 5 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN 4/4 & thicker, can cut to suit buyer. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS & NO. 3 C. 4/4"; NO. 2 C. & BTR., 5/4, 8/4, 10/4 & 12/4"; NO. 1 C. & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 C. & BTR., 12/4", ran. width. & lgth., 10 mos. dry. J. V. STIMSON, Huntingburg, Ind.

LOG RUN 8/4, 10/4 & 12/4", reg. width. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

LOG RUN 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

NO. 1 C. & BTR., 4/4-16/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 10/4", reg. width. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—PLAIN RED

FAS 4/4", good widths. 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 10/4", reg. width. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4", bone dry. JOHN HALFPENNY, Philadelphia, Pa.

FAS 5/4", 11" & up, 10" & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS 4/4 & 5/4", reg. width. 14-16", 8 mos. dry; NO. 1 C. 4/4", reg. width. 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

NO. 1 C. 3/4" NO. 2 C. 4/4", FAS 5/4 & 6/4". NICKY BROS., INC., Memphis, Tenn.

COM. & BTR., 6/4 & 10/4", reg. width. & lgth., 8 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 2 C. 4/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 1 C. & NO. 2 C. 4/4", reg. width. & lgth., 6-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. width. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS 1/2, 5/8 & 4/4". NICKY BROS., INC., Memphis, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C. 5/8 & 3/4", reg. width. 14-16", air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C. 4/4 & 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4-16/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS 4/4", reg. width. 14-16", 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

SEL. 5/8, 6" & up; NO. 1 C. 5/8, 4/4, 5/4 & 6/4"; NO. 2 C. 4/4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 10/4-12/4", reg. width. & lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 3/8 & 1/2", 6" & up, 8" & up, 6 mos. dry; FAS 4/4, reg. width. & lgth., 4 mos. & over dry; STRIPS 4/4", 2 1/2"-5", reg. lgth., 6 mos. dry; BCKG. BDS. 3/8-5/4", reg. width. & lgth., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CLR. STRIPS 4/4", 4", reg. lgth.; NO. 1 C. 4/4", reg. width. 14-16", 1 yr. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn.

FAS 1/4 & 3/8"; FAS 1/2", 10" & up; FAS 4/4, 8-9"; NO. 1 C., 1/4", 3/8 & 5/4"; NO. 1 C. 1/2", 12" & up; SEL. 4/4", 6" & up; NO. 2 C. 4/4"; CLR. STRIPS, 4/4", 2 1/2"-3 1/2". NICKY BROS., INC., Memphis, Tenn.

NO. 2 C. 4/4", reg. width. & lgth., 1 yr. dry. WOOD-MOSAIC CO., New Albany, Ind.

NO. 1 C. 12/4", reg. width. & lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—MISCELLANEOUS

CROSS TIES and CAR STOCK mixed. BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", 4" & up, 10-16", 1 yr. dry; all wide in. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C. 4/4"; CROSSING PLANK 12/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. width. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS R. & W., 8/4"; COM. & BTR., R. & W., 12/4". WELSH LUMBER CO., Memphis, Tenn.

POPLAR

NO. 1 C. 4/4", good widths. 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

(Continued on page 54)

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Advertisers' Directory

NORTHERN HARDWOODS.

American Lumber & Manufacturing Company	7-47
Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.	7
Blakeslee, Perrin & Darling...	4
Boyle, Inc., Clarence...	15
Buffalo Hardwood Lumber Co.	4
Cobbs & Mitchell, Inc.	3
East Jordan Lumber Co.	15
Elias, G., & Bro.	4
Fathauer, Theo., Company	42
Hoffman Bros. Company	7-31
Jackson & Tindle	48
Jones Hardwood Co.	50
Kneeland-Bigelow Co., The...	3
Mason-Donaldson Lumber Co.	15
McIlvain, J., Gibson, & Co.	2
McLean, Hugh, Lumber Co.	4
Miller, Sturm & Miller	4
Mitchell Bros. Co.	3
Mowbray & Robinson Co.	7-46

Palmer & Parker Co.	41
Stack Lumber Company	41
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.	6
Stimson, J. V.	7-56
Sullivan, T., & Co.	4
Taylor & Crate	4
Tegge Lumber Co.	48
Von Platen Lumber Company	15
Wheeler-Timlin Lumber Co.	40
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon	41
Wood-Mosaic Company	5

Yeager Lumber Company, Inc.	4
Young, W. D., & Co.	3

OAK.

See Lists of Manufacturers on pages	7
Evans, G. H., Lumber Co.	16
Long-Bell Lumber Company	14
Mowbray & Robinson Company	7-46

POPLAR.

Anderson-Tully Company	2-12-55
Arlington Lumber Company	7-46

RED GUM.

Anderson-Tully Company	2-12-55
Baker-Matthews Lumber Co.	13
Bellgrade Lumber Company	10
Bliss-Cook Oak Company	7-14
Bonner, J. H., & Sons	7-11
Brown, Geo. C., & Co.	10
Brown & Hackney, Inc.	11
Brown Land & Lumber Co.	12
Brown, W. P., & Sons Lbr. Co.	5

Darby, H. W., Hdwd. Lumber Company	12
Darnell, R. J.	13
Dooley, F. T., Lumber Co.	13
Ehemann, Geo. C., & Co.	12
Evans, G. H., Lumber Co.	16
Ferguson & Palmer Company	11

Gayoso Lumber Company	10
Goodlander-Robertson Lumber Company	7-11
Kraetzer-Cured Lumber Co.	10
Memphis Band Mill Co.	7-11
Miller Lumber Co.	7-45
Mossman Lumber Company	13
Paepcke Leicht Lumber Co.	7-11
Penrod, Jurden & McCowen	10
Pritchard-Wheeler Lumber Co.	7-10
Probst Lumber Company	50
Russe & Burgess, Inc.	10
Sondheimer, E. Co.	10
Stark, James E., & Co.	12-43
Stimson, J. V.	7-56
Stimson, J. V., Hardwood Co.	12
Stimson Veneer & Lumber Co.	12
Thane Lumber Co.	12
Thompson-Katz Lumber Co.	11
Three States Lumber Company	7-56
Welsh Lumber Co.	12

SOUTHERN HARDWOODS.

American Lumber & Mfg. Co.	7-47
Anderson-Tully Company	2-12-55
Archer Lumber Company	7-46
Arlington Lumber Company	7-46
Atlantic Lumber Co., Buffalo...	4
Baker-Matthews Lumber Co.	13
Beaumont Lumber Company	14
Bellgrade Lumber Company	10
Bliss-Cook Oak Company	7-14
Blakeslee, Perrin & Darling	4
Bonner, J. H., & Sons	7-11
Boyle, Inc., Clarence	15
Brown, Geo. C., & Co.	10
Brown Land & Lumber Co.	12
Brown, W. P., & Sons Lbr. Co.	5
Brown & Hackney, Inc.	11
Buffalo Hardwood Lumber Co.	4
Catlin, R. H., Company	50
Cornelius Lumber Company	16
Crane, C. & Co.	48
Crenshaw-Gary Lumber Co.	11

Darby, H. W., Hdwd. Lumber Co.	12
Darnell, R. J., Inc.	13
Davis, Edw. L., Lumber Co.	5
Dooley, F. T., Lumber Company	13
Dudley Lumber Company	1-13
Ehemann, Geo. C., & Co.	12
Elias, G., & Bro.	4
Evans, G. H., Lumber Co.	16
Fathauer, Theo., Company	42
Ferguson & Palmer Company	11
Galloway-Pease Company	7
Gayoso Lumber Company	10
Goodlander-Robertson Lumber Company	7-11
Halfpenny, John, Inc.	49
Hoffman Brothers Company	7-31
Howe Lumber Company	10
Kraetzer-Cured Lumber Co.	10
Kurz-Downey Company	10
Logan, J. M., Lumber Co.	8
Long-Bell Lumber Company	14
Long-Knight Lumber Company	28
Lawrence, P. J., Lumber Co.	12

McIlvain, J. Gibson & Co.	2
McLean, Hugh, Lumber Co.	4
Memphis Band Mill Company	7-11
Memphis Hardwood Flooring Co.	47
Miller, Sturm & Miller	4
Miller Lumber Co.	7-45
Mossman Lumber Company	13
Mowbray & Robinson Company	7-46

Nickey Bros., Inc.	13-27
Norman Lumber Company	5
Paepcke Leicht Lumber Co.	7-11
Penrod, Jurden & McCowen	10
Pritchard-Wheeler Lumber Co.	7-10
Probst Lumber Company	50
Richardson, A. M., Lumber Co.	10
Russe & Burgess, Inc.	10
Salt Lick Lumber Company	6
Sondheimer, E., Company	10
Standard Hardwood Lumber Company	4
Stark, James E., & Co.	12-43
Sternner Lumber Co.	46
Stimson, J. V., Hardwood Co.	12
Stimson Veneer & Lumber Co.	12
Sullivan, T., & Co.	4
Swain-Roach Lumber Co.	7-46
Taylor & Crate	4
Thane Lumber Co.	12
Thompson-Katz Lumber Co.	11
Three States Lumber Co.	7-56

Utlely-Holloway Company	7-15
Vestal Lumber & Manufacturing Co.	8
Welsh Lumber Co.	12
Whitmer, Wm., & Sons	6
Willett, W. R., Lumber Co.	5
Willson Bros. Lumber Co.	6
Wisconsin Lumber Company	41
Wistar, Underhill & Nixon	41
Yeager Lumber Co., Inc.	4

LUMBER COMMISSION.

Alfred P. Buckley	51
-------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co.	14
Anderson-Tully Company	2-12-55
Astoria Veneer Mills & Dock Co.	32
Birds Eye Veneer Company	26
Dean-Spicer Company, The	30
Hoffman Bros. Company	7-31
Huddleston - Marsh Mahogany Company	30
Long-Knight Lumber Co.	28
Louisville Veneer Mills	26
Mengel, C. C., & Bro. Co.	5
Nickey Bros., Inc.	13-27
Ohio Veneer Company	48
Palmer & Parker Co.	41
Pickrel Walnut Company	29
Rayner, J., Company	14
Stark, James E., & Co.	12-43
St. Louis Basket & Box Co.	32
Stimson Veneer & Lumber Co.	12
Wisconsin Veneer Company	32
Wood-Mosaic Company	5

MAHOGANY, WALNUT, ETC...

Davis, Edw. L., Lumber Co.	5
Hartzell, Geo. W.	7-31
Hoffman Brothers Company	7-31
Huddleston - Marsh Mahogany Co.	30
Long-Knight Lumber Co.	28
Mengel, C. C., & Bro. Co.	5
Palmer & Parker Co.	41
Pickrel Walnut Company	29

Purcell, Frank	40
Rayner, J., Company	14

HARDWOOD FLOORING.

Bliss-Cook Oak Company	7-14
Cobbs & Mitchell, Inc.	3
Horner, William	6
Long-Bell Lumber Company	14
Mason-Donaldson Lumber Co.	15
Memphis Hardwood Flooring Co.	47
Mitchell Bros. Company	3

Salt Lick Lumber Company	6
Stearns Salt & Lumber Co.	6
Wilce, T., Company, The	14
Young, W. D., & Co.	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.	56
Hill-Curtis Co.	56

SAWMILL MACHINERY.

Hill-Curtis Co.	56
Sinker-Davis Co.	6
Soule Steam Feed Works	6

WOODWORKING MACHINERY.

Mershon, W. B., & Co.	56
-----------------------	----

LOGGING MACHINERY.

Chickasaw Cooperage Company	54
Godfrey, John F.	41
Lidgerwood Manufacturing Co.	14

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works	6
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Central Manufacturers' Mutual Insurance Company	49
Davis, A. J., & Co.	49
Indiana Lumbermen's Mutual Insurance Company	49
Lumber Mutual Fire Insurance Company	49
Pennsylvania Lumbermen's Mutual Fire Insurance Company	49

TIMBER ESTIMATORS.

Lauderburn, D. E.	51
-------------------	----

TIMBERLANDS.

Lacey, James D., Timber Co.	49
Lauderburn, D. E.	51

MISCELLANEOUS.

Buck, Frank R., Co.	15
Childs, S. D., & Co.	48
Lumbermen's Credit Assn.	48
Perkins Glue Company	48

NO. 1 C. 6x6", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. 4/4", 7" & up, reg. lgth., 8 mos. dry. J. M. LOGAN LUMBER CO., Knoxville, Tenn. COM. & BTR. 5/8 & 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. 4/4"; PANEL 4/4", 18" & up. NICKEY BROS., INC., Memphis, Tenn.

FAS 4/4", 10-12", 14-16", 4 mos. dry; FAS 5/4 & 6/4", 12" & up, 14-16", 4 mos. dry; COM. 4/4, 5/4 & 10/4", reg. wdth., 14-16", 4 mos. dry; NO. 2 A 4/4", reg. wdth., 14-16", 4 mos. dry; NO. 2, 8/4", reg. wdth., 14-16", 4 mos. dry. NORMAN LUMBER CO., Louisville, Ky.

NO. 1 C. & BTR., 10/4, 12/4 & 16/4", ran. wdth. & lgth., 10 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE—QUARTERED

NO. 1 C. & BTR., 4/4", reg. wdth. & lgth. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WALNUT

NO. 2 C. 4/4", reg. wdth. & lgth. BLAKES-LEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. 4/4", 2 yrs. dry. G. ELIAS BROS., INC., Buffalo, N. Y.

FAS & NO. 1 C. 4/4", reg. wdth. & lgth., 6 mos. dry; COM. & BTR., 5/4", 8" & up, reg. lgth., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C. 5/8-3/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

COM. & BTR. 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. & BTR., 4/4", 8" & up, ran. lgth., 1 yr. dry; NO. 2 C. & NO. 1 C. & B. SAPS, 4/4", ran. wdth. & lgth., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

FLOORING—MAPLE

NO. 1, 3/4x1 1/2, 3/4x2 1/4; CLR. 3/4x2, 3/4x2 1/4. T. WILCE CO., Chicago, Ill.

(Continued from page 52)

FLOORING—OAK

SEL., RED. 1 1/2x1 1/2, 1 1/2x2 1/4, 3/4x1 1/2. THE T. WILCE CO., Chicago, Ill.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

SWD. 1/20-1/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

SWD. 1/20-1/4". HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

1/20-1/4". HOFFMAN BROS. COMPANY, Fort Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

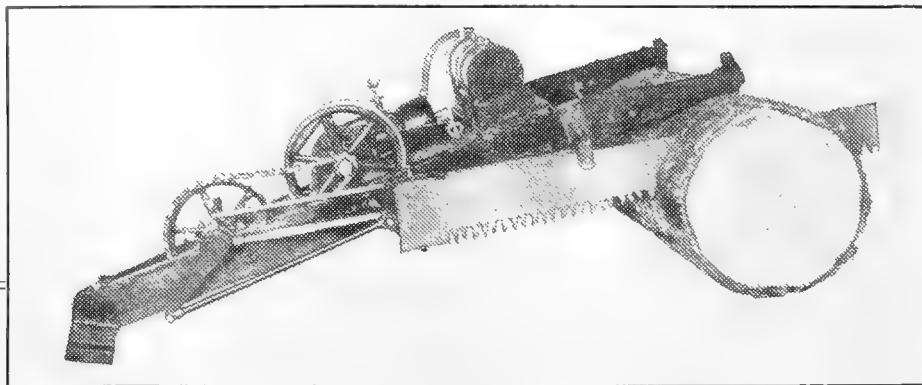
OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

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Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw will be advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

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ATCO ABILITY

ABILITY means merely to **know how** and to be able to turn the knowledge to practical account.

Knowing how is the result of intelligent analysis of practices and conditions as they appear and develop—the adoption of the good and the rejection of the poor practices and unceasing effort to keep **ahead** of conditions.

To turn the “know how” to account requires an organization complete in every detail and equipment to handle the most exacting call.

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Let us demonstrate our right to the claim of being

Exponents of Golden Rule Quality

Anderson Tully Company
Memphis

STIMSON'S MILLS

Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

Indiana & Southern Hardwood Lumber and Rotary Veneer

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STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of
SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We
Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD	OAK
4 Cars 1" Boxboards, 13" to 17"	5 Cars 1" FAS. Red
3 Cars 1" Boxboards, 8" to 12"	2 Cars 1" FAS. White
4 Cars 1" FAS., 6" to 12"	2 Cars 1 1/4" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Common	5 Cars 1" No. 1 Com. Red
5 Cars 1 1/4" No. 1 Common	2 Cars 1" No. 1 Com. White
4 Cars 1" No. 2 Common	5 Cars 1" No. 2 C. Red & White
2 Cars 1 1/4" No. 2 Common	2 Cars 2 1/2" No. 1 Com. & Btr.
3 Cars 2" FAS.	Plain Red Oak
	2 Cars 3" No. 1 Com. & Btr.
	Plain White Oak
	5 Cars 2" Log Run Elm
	5 Cars 1" Log Run Elm
	3 Cars 1 1/4" Log Run Elm
	4 Cars 1 1/2" Log Run Elm
	3 Cars 2" Log Run Maple
	2 cars 12/4" Log Run Maple
	2 cars 6/4" Log Run Maple
	2 cars 5/4" Log Run Maple
	3 Cars 1" No. 1 Com. & Btr.
	Sycamore
	5 Cars 1" No. 2 & No. 3 Com.
	Sycamore
	2 cars 2" Select & Better Cypress

GUM

6 Cars 1" FAS. Sap
5 Cars 1 1/4" FAS. Sap
3 Cars 1 1/2" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1 1/4" FAS. Red
2 Cars 1 1/2" FAS. Red
1 Car 1 3/4" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

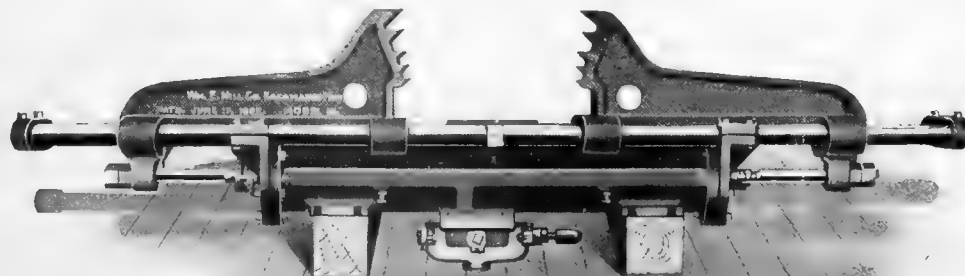
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BAND RESAWS AND BAND RIPSAWS

Preference given to machines needed to
manufacture products to help win the war

WM. B. MERSHON & COMPANY, Saginaw, Michigan

Style "E" Steam Dog



Speed up the production of your cross-cut saw by using a Steam Dog. Several types made.

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Kalamazoo Michigan

Aardwood Record

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Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, NOVEMBER 10, 1918

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J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

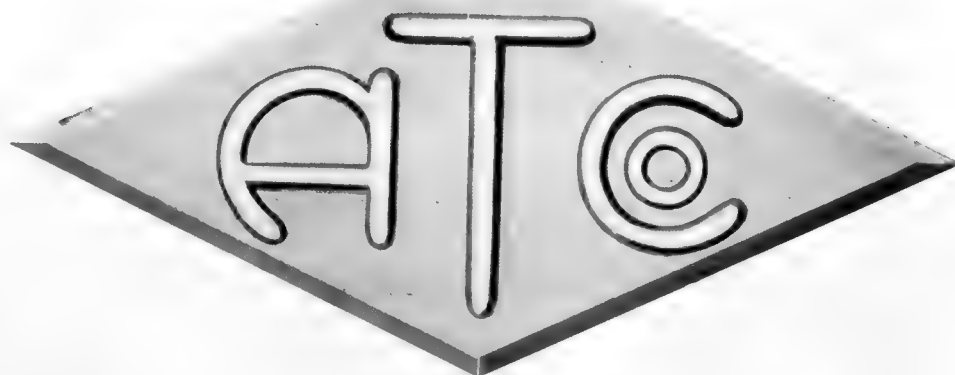
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods

Cadillac Quality

134 M 4/4 Basswood Selects
 66 M 4/4 Basswood, No. 1 Common
 43 M 4/4 Basswood, No. 2 Common
 79 M 4/4 Basswood, No. 3 Common
 78 M 4/4 Gray Elm, No. 1 Common & Better
 60 M 6/4 Gray Elm, No. 2 Common & Better
 100 M 8/4 Gray Elm, No. 2 Common & Better
 46 M 12/4 Gray Elm, high grade
 32 M 5/4 Maple, Step
 75 M 5/4 Maple, high grade
 92 M 6/4 Maple, high grade
 95 M 8/4 Maple, high grade

Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry—

4/4 Basswood, Birch, Gray Elm, Birdseye
 Maple, Soft Maple and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8/4 Gray Elm

In addition to above we are now sawing—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

BIRCH	OAK
300,000' No. 2 Com. & Btr., 4/4"	50,000' No. 2 Com. & Btr., 4/4"
75,000' No. 2 Com. & Btr., 6/4"	MAPLE
SOFT ELM	50,000' 1sts & 2nds, 4/4" to 16/4"
300,000' No. 2 Com. & Btr., 4/4"	WHITE MAPLE
60,000' No. 1 Com. & Btr., 10/4"	14,000' 1sts & 2nds, 4/4", end dried
15,000' No. 1 Com. & Btr., 12/4"	HEMLOCK
BEECH	125,000' Merchantable 4/4"
300,000' No. 2 Com. & Btr., 4/4"	ASH
CHERRY	15,000' No. 2 Com. & Btr., 4/4"
17,000' No. 2 Com. & Btr., 4/4"	

Write for Prices

W. D. Young & Co.
 BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

39 M ft. 1 1/16 x 2" No. 1 Maple Flooring
 32 M ft. 1 1/16 x 2" Clear Maple Flooring
 90 M ft. 1 1/16 x 4" Prime Maple Flooring
 45 M ft. 13/16 x 4" Prime Maple Flooring
 150 M ft. 5/4 No. 3 Common Basswood
 50 M ft. 8/4 No. 2 Common & Better Beech
 100 M ft. 5/4 No. 3 Common Beech
 200 M ft. 6/4 No. 2 Common & Better Elm
 100 M ft. 8/4 No. 2 Common & Better Elm
 65 M ft. 10/4 No. 1 Common & Better Elm
 75 M ft. 12/4 No. 1 Common & Better Elm
 100 M ft. 6/4 No. 3 Common Elm
 40 M ft. 8/4 No. 3 Common Elm
 100 M ft. 12/4 No. 3 Maple
 25 M ft. 4/4 No. 3 Com. & Better Red and White Oak
 10 M ft. 8/4 No. 1 Common & Better White Oak
 5 M ft. 10/4 No. 1 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber
 Bay City Michigan

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash and Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 15,000,000 to 20,000,000
feet of hardwoods carried at all
times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber,
Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm,
Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
2" to 4".....No. 1 Common and Better Elm
2", 2½", 3" and 4".....No. 1 Common and Better White Ash
2½" and 3".....No. 1 Common and Better Plain Oak
Hardwoods & Red Cedar
Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

Standard Hardwood
Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries



THEO. FATHAUER CO., OF ARKANSAS



HELENA

ARKANSAS

THE Theo. Fathauer Company of Arkansas is the operating subsidiary of the Theo. Fathauer Company, main office 1478 Cherry Ave., Chicago, the mill being located at Helena. Theodore Fathauer is president of the company, J. P. Swift, secretary, and Paul C. Smith, treasurer and manager. The capital stock is \$100,000.

The company manufactures fifty per cent gum, the remainder being oak, ash and maple. It logs its own timber from a twelve thousand acre tract near Ratio, Ark., hauling the timber on tram road about fifteen miles long, connecting with the Iron Mountain.

The mill cuts fifty thousand feet daily, turning the logs into lumber on the day they arrive at the camp, thus insuring bright, clear stock. The output is furniture material, implement and automobile stock, and low grade for box factories. The mill has excellent equipment and the yard usually contains three to four million feet of stock. The company employs about two hundred and fifty men at its Arkansas operations.

Integrity Quality Service Efficiency

It is these vital sparks of industry that are keeping the lights burning and the wheels humming at Helena. It was the steadfast adherence to these principles that has made Helena the greatest producing center of Hardwoods and Hardwood Veneers west of the Mississippi river.

The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

A. M. Richardson Lumber Co.
Chicago Mill & Lumber Co.
Theo. Fathauer Co.
Penrod, Jurden & McCowen

J. V. Stimson Hardwood Co.
Kurz-Downey Co.
Galloway-Pease Co.
Rex Hoop Co.

Howe Lumber Co.
Archer Lumber Co.
Van Briggles Veneer Co.

Double Band Mill For Sale Including:

Carriages
Niggars
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
salers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { MILLS } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

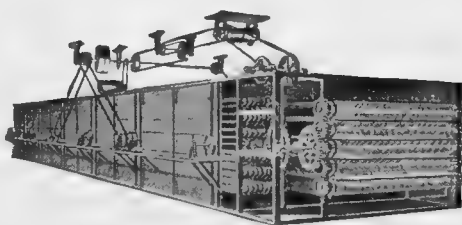
Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co. SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

USE OAK

* Has Individual Display Ad on Page Designated.

(*See page 2)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 28)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 46)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer North Vernon, INDIANA

(*See page 4)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techody Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 5)
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, Memphis, Tenn. Manufacturer MISSOURI

(*See page 46)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 46)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO. Seymour, INDIANA
Manufacturer

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 45)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO.-TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 12)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 4)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY, Alexandria, LOUISIANA

(*See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 11/4 Government Quality White Oak
20 cars 1/4, 5/4, 6/4 & 8/4 S and Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. Charleston, MISSISSIPPI
Manufacturer

(*See pages 13-14)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: JACKSON, TENN
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS, Belzoni, MISSISSIPPI
Manufacturers

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO., St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY.
Washington, LOUISIANA
Manufacturer

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Phillip, Mississippi

(*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY, Blissville, ARKANSAS
Manufacturer

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO., Nashville, TENNESSEE
Manufacturer, Nashville
Everything in lumber

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO., Cincinnati, OHIO
Manufacturers

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY. Middle Fork, W. VA.
Manufacturer

(*See page 53)
All stock graded up to quality—kneeked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building Chicago, ILLINOIS
Manufacturer

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO. SHREVEPORT, LA.
Manufacturer

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO., Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Sherrill Hardwood Lumber Co.
Manufacturer Band Sawn Southern Hardwoods
Merryville, Louisiana

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO., Greenfield, OHIO
Manufacturer

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., Manufacturer, St. Albans, W. VA.

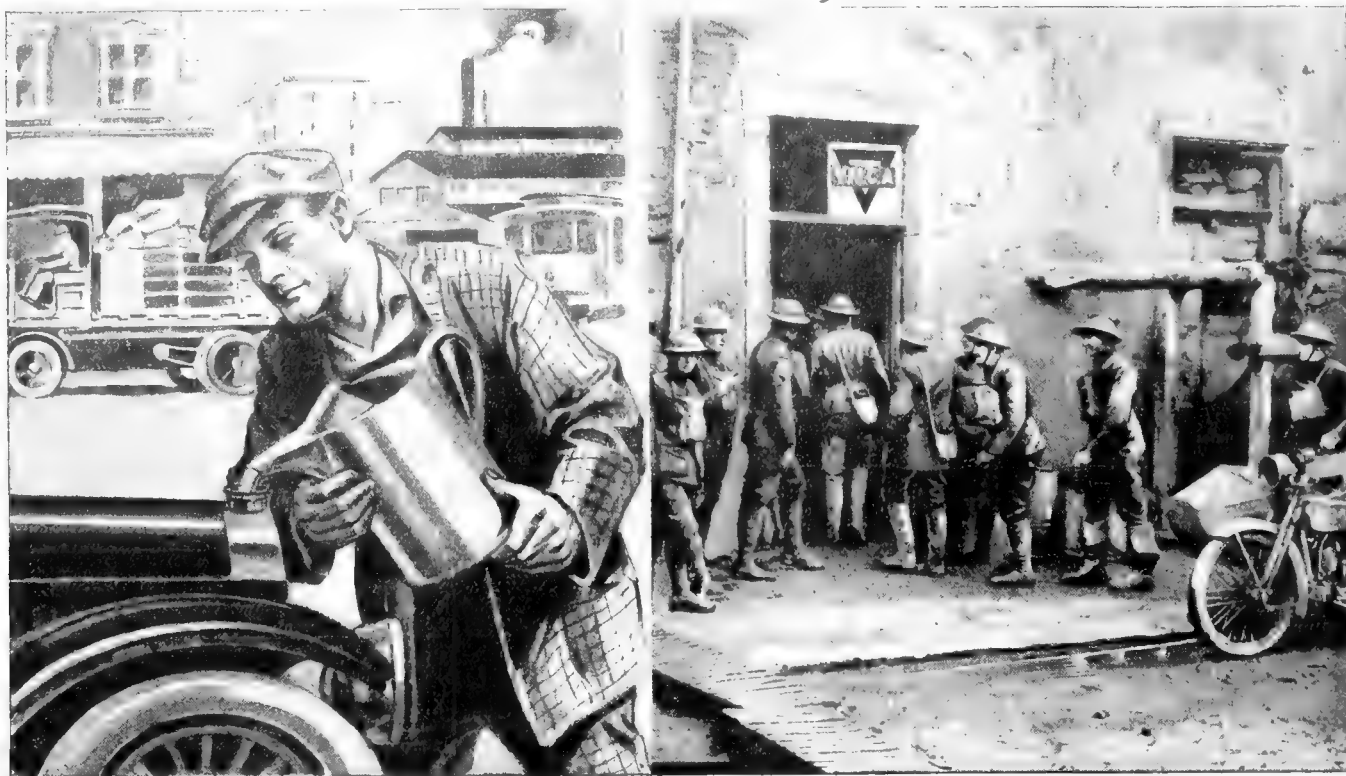
Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Side-ing and Hominy Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY, ROCKCASTLE LUMBER COMPANY, Manufacturers, Huntington, W. Va.

(*See page 47)
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x18 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh, Manufacturer and Wholesaler PENNSYLVANIA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



You may want this man here

— BUT —

We need him "over there"

You Can Help Us Get Him

You might think it something of a sacrifice to deliberately talk with one of your best truck drivers and tactfully urge him to go to France to drive for the Y.M.C.A.—and it would be a sacrifice. But it wouldn't be much compared to that of the army boys who have to depend on Y.M.C.A. truck drivers for what little they can get of home comforts—would it?

The Y. M. C. A. in France Needs 75 Truck Drivers and 25 Automobile Mechanics

every month. And you can help us get them.

We can take only men who are over 37 years old and are not in Class 1 of the draft. The men we want are hard to get at directly.

Will you call the drivers and mechanics in your employ—or whom you know—into a meeting—explain the situation to them—the great need for their service—the great and honorable service they can render—and then put us in touch with the men who may be willing to undertake this great service?

The Y. M. C. A. is doing a great big work in France—it is helping our fighting men to keep in fighting trim.

One of its greatest needs is adequate transport facilities. Y. M. C. A. service for nearly two million men requires a *lot* of transportation work.

We have to move our goods and keep them moving—from ships to warehouses, to canteens, and to points behind—and on—the fighting lines.

We have the goods and the trucks. We need the *men* to man those trucks and keep them going.

You business men—employers—executives of industrial works—can do more than any one else to get those men for us.

Will you do it?

Fill in the Coupon— Get full data

And then use your powerful influence to help us get these men. Next to going yourself its one of the finest and most helpful pieces of war service you can render.

Ed M. Willis,

Y. M. C. A., 347 Madison Ave., New York.

It may be possible for me to get recruits for Y.M.C.A. truck service in France. Please send me full information regarding that service.

Signature.....

Street and No.....

Town and State.....

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Sassafras Lumber

There are a number of woods which usually do not go to market under their own name, and sassafras is one of them. For that reason, nobody knows how much is cut yearly or just what its ultimate destiny is. At most, it is not an abundant or an important tree as a source of lumber, but it has more importance than it is commonly given credit for. The annual cut of sassafras lumber in the United States appears in statistics as less than twenty-five thousand feet, all of it cut in Tennessee; yet, another set of statistics, those compiled to show the woods used by factories, places the yearly use of sassafras at 360,280 feet. That is twenty-five times as much as the reported output of the sawmills; yet there is reason to believe that it falls much below the annual contribution of sassafras to the country's lumber supply.

Sassafras readily passes for ash if the inspector is not too particular; and that is what becomes of most of it. The occasional sassafras log reaching the sawmill is rolled aside until there is a cut of ash logs, and then all go through together and no one is ever the wiser. Sometimes it is equally successful in passing for chestnut, but it resembles chestnut less closely than ash.

Coffin makers use a little sassafras in place of chestnut as coverstock for veneers. It is barely mentioned in the boatbuilding trade, and has a little more standing in the manufacture of woodenware, while makers of fixtures and furniture place some of this wood, as also do the manufacturers of agricultural implements. The makers of sash, doors, blinds, and millwork are the largest users of sassafras, and there is no telling how much of it goes along with ash without being distinguished from that wood. Ash is considerably stronger than sassafras.

MEMPHIS

Stock Runs 14 and 16 Feet in Length and Is Thoroughly Air Dried

QUARTERED WHITE OAK		ELM	
30,000' 1 1/2" 1s & 2s		15,000' 6 1/2" Log Run	
16,300' 2 1/2" 1s & 2s, 3 1/2"		44,000' 10 1/2" Log Run	
100,000' 1 1/2" No. 1 Com.		69,300' 12 1/4" Log Run	
25,000' 3 1/2" No. 1 Com., 12 1/2"		QUARTERED RED GUM	
95,000' 3 1/2" No. 1 Com., 6" to 7"		71,700' 1 1/2" FAS	
43,500' 3 1/2" No. 1 Com., 10" up.		395,000' 4 1/4" No. 1 Com.	
35,000' 3 1/2" No. 2 Com.		PLAIN RED GUM	
STRIPS CL. SAP		50,000' 4 1/4" FAS.	
4,300' 4 1/4" 3" to 3 1/2"		221,000' 4 1/4" FAS, 13-17"	
5,500' 4 1/4" 4" to 4 1/2"		63,200' 4 1/4" FAS, 17" and up.	
26,500' 4 1/4" No. 1 Com., 1 1/2" 5 1/2"		500,000' 4 1/4" No. 1 Com.	
PLAIN WHITE OAK		QUARTERED SAP GUM	
300,000' 5 1/8" No. 2 Com.		12,700' 12 1/4" FAS	
50,000' 3 1/4" No. 2 Com.		22,600' 8 1/4" No. 1 Com.	
PLAIN RED OAK		11,000' 10 1/4" No. 1 Com.	
143,000' 5 1/8" No. 2 Com.		SAP GUM	
27,200' 5 1/8" No. 2 Com.		140,000' 4 1/4" FAS, 13-17"	
117,700' 5 1/8" No. 3 Com.		116,000' 1 1/2" FAS, 18" and up.	

R. J. DARNELL, Inc.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM		SAP GUM	
1 car 8 1/4" Log Run		1 car 4 1/4" FAS, 13" wide	
1 car 12 1/4" Log Run		1 car 4 1/4" Box Bds., 9 to 12" wide	
1 car 16 1/4" Log Run		1 car 4 1/4" Box Bds., 13 to 17" wide	
BLACK GUM		PLAIN RED OAK	
1 car 4 1/4" Log Run		1 car 4 1/4" FAS	
PLAIN RED GUM		1 car 5 1/4" FAS	
1 car 5 1/4" No. 1 Com.		SOUND WORMY OAK	
1 car 5 1/4" No. 1 Com.		1 car 4 1/4" Com. & Btr.	
1 car 6 1/4" No. 1 Com.		QUARTERED WHITE OAK	
1 car 8 1/4" FAS		1 car 4 1/4" No. 1 Com.	

The Mossman Lumber Co.

Regular Width and Length

COTTONWOOD		150,000' 1 1/2" No. 1 and No. 2 Com.	
20,000' 8 1/2" 1s & 2s, 7 mo. dry		50,000' 6 1/2" No. 1 and No. 2 Com.	
10,000' 12 1/2" 1s & 2s, 7 mo. dry		12,000' 4 1/2" Box Bds., 8 1/2", 9 mo. dry	
100,000' 4 1/4" No. 1 Com., 6 mo. dry		40,000' 1 1/2" Box Bds., 13-17", 9 mo. dry	
50,000' 4 1/4" No. 2 Com., 6 mo. dry		SOFT ELM	
60,000' 5 1/4" No. 1 and No. 2 Com., 5 mo. dry		75,000' 1 1/2" No. 2 Com. & Btr., 8 mo. dry	
12,000' 4 1/4" Box Bds., 8-12", 8 mo. dry		75,000' 6 1/2" No. 2 Com. & Btr., 6 mo. dry	
RED GUM		25,000' 8 1/2" No. 2 Com. & Btr., 4 mo. dry	
15,000' 4 1/4" 1s & 2s, 10' & 12'		10,000' 12 1/2" No. 2 Com. & Btr., 12 mo. dry	
15,000' 4 1/4" 1s & 2s, 8 mo. dry		SOFT MAPLE	
15,000' 6 1/2" 1s & 2s, 12 mo. dry		25,000' 6 1/2" No. 2 Com. & Btr., 6 mo. dry	
30,000' 6 1/2" No. 1 Com., 12 mo. dry			
SAP GUM			
20,000' 1 1/2" 1s & 2s, 6 mo. dry			
50,000' 5 1/2" 1s & 2s, 6 mo. dry			
50,000' 6 1/2" 1s & 2s, 6 mo. dry			

GEO. C. EHEMANN & CO.

COTTONWOOD		50,000' FAS, 4 1/4", regular widths & lengths, 4 mos. dry	
100,000' FAS, 4 1/4", 13" & up, regular lengths, 4 mos. dry		15,000' FAS, 6 1/4", regular widths & lengths, 5 mos. dry	
150,000' No. 1 Com., 4 1/4", 13" & up, regular lengths, 4 mos. dry		15,000' FAS, Qtd., 4 1/4", regular widths & lengths, 5 mos. dry	
100,000' No. 1 Com., 4 1/4", regular widths & lengths, 4 mos. dry		15,000' FAS, Fed., 4 1/4", regular widths & lengths, 5 mos. dry	
100,000' Nos. 1 & 2 Com., 4 1/4", 9-10", regular lengths, 4 mos. dry		CYPRESS	
25,000' FAS, 5 1/4", regular widths & lengths, 6 mos. dry		75,000' 4 1/4", Select & Btr., regular widths & lengths, 5 mos. dry	
50,000' No. 2 Com., 4 1/4", regular widths & lengths, 4 mos. dry		15,000' 4 1/4", Shop, regular widths & lengths, 5 mos. dry	
GUM		ELM	
100,000' Box, 4 1/4", 13" to 17", regular lengths, 4 mos. dry		75,000' 6 1/4", Log Run, reg. widths & lengths, 4 mos. dry	
50,000' FAS, Sap, 4 1/4", regular widths & lengths, 4 mos. dry		85,000' 16 1/4", Log Run, reg. widths & lengths, 4 mos. dry	
25,000' FAS, Sap, 4 1/4", 13" & up, regular lengths, 4 mos. dry		11,000' 12 1/4" Log Run, reg. widths & lengths, 4 mos. dry	
50,000' No. 1 C. Red, 4 1/4", regular widths & lengths, 4 mos. dry		6,000' 14 1/4", Log Run, reg. widths & lengths, 4 mos. dry	

THANE LUMBER CO.

ASH		5,500' 6 1/4", 10" & up, 14-16"	
4,000' 4 1/4", 6-9", 8-10"		3,000' 6 1/4", 12" & up, 8-16"	
5,000' 4 1/4", 6-9", 12"		9,000' 6 1/4", 12" & up, 8-16", Sel.	
18,000' 4 1/4", 6-9", 14-16"		29,300' 8 1/4", 6-9", 12"	
7,000' 4 1/4", 10" & up, 8-10"		66,000' 8 1/4", 6-9", 14-16"	
3,000' 4 1/4", 10" & up, 12"		14,500' 8 1/4", 6-9", 8-16" Sel.	
7,000' 4 1/4", 10" & up, 14-16"		29,500' 8 1/4", 10" & up, 8-12"	
200' 4 1/4", 12" & up, 8-12"		25,000' 8 1/4", 10" & up, 14-16"	
5,700' 4 1/4", 12" & up, 14-16"		12,000' 8 1/4", 10" & up, 8-16" Sel.	
35,500' 5 1/4", 6-9", 8-10"		10,300' 8 1/4", 12" & up, 8-12"	
11,000' 5 1/4", 6-9", 12"		6,000' 8 1/4", 12" & up, 14-16"	
8,500' 5 1/4", 6-9", 14-16"		3,000' 10 1/4", 10" & up, 8-16"	
3,000' 5 1/4", 6-9", 8-16" Sel.		1,500' 10 1/4", 10" & up, 8-16" Sel.	
700' 5 1/4", 10" & up, 8-12"		61,300' 12 1/4", 6-9", 8-12"	
900' 5 1/4", 10" & up, 14-16"		73,500' 12 1/4", 6-9", 14-16"	
300' 5 1/4", 12" & up, 8-12"		9,800' 12 1/4", 12" & up, 8-12"	
700' 5 1/4", 12" & up, 14-16"		12,500' 12 1/4", 12" & up, 14-16"	
400' 6 1/4", 6-9", 8-10"		1,500' 14 1/4", 6" & up, 8-16"	
2,000' 6 1/4", 6-9", 12"		23,200' 16 1/4", 6" & up, 8-12"	
2,000' 6 1/4", 6-9", 14-16"		19,200' 16 1/4", 6" & up, 14-16"	
2,500' 6 1/4", 6-9", 8-16" Sel.		5,000' 16 1/4", 12" & up, 8-12"	
11,500' 6 1/4", 10" & up, 8-12"		5,500' 16 1/4", 12" & up, 14-16"	

DUDLEY LUMBER CO., Inc.

ASH		QUARTERED RED GUM	
1/2 Car 4 1/4" Com. & Btr.		10,000' 8 1/4" Com. & Btr.	
1/2 Car 5 1/4" Com. & Btr.		MAPLE	
1 Car 8 1/4" Com. & Btr.		25,000' 8 1/4" Log Run	
CYPRESS		PLAIN WHITE OAK	
50,000' 4 1/4" Shop & Btr.		6,000' 8 1/4" FAS	
40,000' 5 1/4" Shop & Btr.		9,000' 12 1/4" Com. & Btr.	
18,000' 8 1/4" Shop & Btr.		PLAIN RED OAK	
6,000' 12 1/4" Shop & Btr.		7,000' 4 1/4" Com. & Btr.	
ELM		3,000' 5 1/4" FAS	
12,000' 5 1/4" Log Run		5,000' 6 1/4" FAS	
11,000' 16 1/4" No. 1 Com. & Btr.		4,000' 6 1/4" FAS	
RED GUM		45,000' 4 1/4" No. 1 Com.	
25,000' 5 1/4" Com. & Btr.		9,000' 6 1/4" No. 1 Com.	
20,000' 6 1/4" Com. & Btr.		57,000' 5 1/4" Log Run	
SAP GUM		33,000' 8 1/4" Log Run	
100,000' 4 1/4" Com. & Btr.		POPLAR	
500,000' 5 1/4" Com. & Btr.		15,000' 5 1/4" Com. & Btr.	
50,000' 6 1/4" Com. & Btr.		50,000' 8 1/4" Com. & Btr.	
GUM		20,000' 4 1/4" No. 2 Com.	
1 Car 4 1/4" Box Boards, 13 to 17"		7,500' 5 1/4" No. 2 Com.	

WELSH LUMBER COMPANY

QUARTERED WHITE OAK		329,000' 12 1/4" Log Run.	
15,000' 4 1/4" Select.		157,000' 16 1/4" Log Run.	
20,000' 5 1/8" No. 1 Com.		COTTONWOOD	
QUARTERED RED OAK		150,000' 1 1/2" No. 1 and No. 2 Com.	
13,000' 4 1/4" No. 1 Com.		12,000' 4 1/4" No. 1 Com., 12" up.	
8,000' 5 1/4" No. 1 Com.		ASH	
8,000' 6 1/4" No. 2 Com.		13,000' 4 1/4" No. 2 Com. & Btr.	
PLAIN RED OAK		16,000' 8 1/4" No. 2 Com. & Btr.	
43,000' 4 1/2" FAS		35,000' 6 1/4" No. 3 Com.	
27,000' 5 1/4" FAS.		MAPLE	
8,000' 6 1/4" FAS.		14,000' 16 1/4" Log Run.	
8,000' 3 1/8" No. 1 Com.		QTD. BLACK GUM	
108,000' 4 1/4" No. 1 Com.		13,000' 4 1/4" FAS	
85,000' 6 1/4" No. 1 Com.		HICKORY	
76,000' 4 1/4" No. 2 Com.		16,000' 8 1/4" No. 2 & Btr.	
150,000' 4 1/4" No. 3 Com.		15,000' 12 1/4" No. 2 & Btr.	
12,000' 12 1/2" FAS		QUARTERED SYCAMORE	
50,000' 12 1/2" No. 1 Com.		14,000' 4 1/4" Log Run	
ELM		CYPRESS	
18,000' 4 1/4" Log Run.		23,000' 8 1/4" Selects.	
71,000' 6 1/4" Log Run.		20,000' 12 1/4" Selects.	
63,000' 8 1/2" Log Run		80,000' 4 1/4" Shop.	
		125,000' 8 1/4" Shop.	

Stimson Veneer & Lbr. Co.

Regular Widths and Lengths		28,325' 4 1/4" No. 1 Com., 7 mo. dry.	
SAP GUM		14,000' 5 1/4" No. 1 Com., 7 mo. dry.	
130,000' 4 1/4" Box Bds., 9-12, 7 mo. dry.		1,700' 6 1/4" No. 1 Com., 7 mo. dry.	
100,000' 4 1/4" Box Bds., 13-17, 7 mo. dry.		22,650' 8 1/4" No. 1 Com., 12 mo. dry.	
100,000' 4 1/4" FAS, 7 mo. dry.		COTTONWOOD	
50,000' No. 1 Com., 7 mo. dry.		85,000' 4 1/4" Box Bds., 9-12, 7 mo. dry.	
50,000' No. 2 Com., 7 mo. dry.		15,000' 4 1/2" Box Bds., 13-17, 7 mo. dry.	
78,000' 4 1/4" FAS, 7 mo. dry.		PLAIN RED AND WHITE OAK	
15,000' 5 1/4" FAS, 7 mo. dry.		5,000' 4 1/4" FAS, 7 mo. dry.	
2,500' 8 1/4" FAS, 12 mo. dry.		10,000' 5 1/4" FAS, 7 mo. dry.	
180,000' 4 1/4" No. 1 Com., 7 mo. dry.		10,000' 6 1/4" FAS, 7 mo. dry.	
30,000' 5 1/4" No. 1 Com., 7 mo. dry.		7,344' 8 1/4" FAS, 7 mo. dry.	
4,500' 8 1/4" No. 1 Com., 12 mo. dry.		23,952' 10 1/4" FAS, 7 mo. dry.	
QUARTERED RED GUM		22,000' 12 1/4" FAS, 7 mo. dry.	
15,000' 4 1/4" FAS, 7 mo. dry.		10,000' 4 1/4" No. 1 Com., 7 mo. dry.	
7,000' 5 1/4" FAS, 7 mo. dry.		17,330' 5 1/4" No. 1 Com., 7 mo. dry.	
800' 6 1/4" FAS, 7 mo. dry.		13,455' 6 1/4" No. 1 Com., 7 mo. dry.	
15,100' 8 1/4" FAS, 12 mo. dry.			

BROWN LAND & LUMBER CO.

MEMPHIS



Dry

SAP GUM	35,000' No. 2 Com. 5/4"
150,000' 1s & 2s 5/4"	PLAIN RED OAK
200,000' No. 1 Com. 5/4"	50,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 8/4"	PLAIN OAK
RED GUM	40,000' No. 1 C. & B. 16/4", green
100,000' 1s & 2s 5/4"	COTTONWOOD
100,000' No. 1 Com. 5/4"	200,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"	100,000' 1s & 2s 5/4"
50,000' No. 1 Com. 8/4"	100,000' No. 1 Com. 6/4"
WILLOW	30,000' Box Bds., 12" to 13"
100,000' 1s & 2s 4/4"	CYPRESS
50,000' No. 1 Com. 5/4"	40,000' 1s & 2s 8"
ASH	100,000' No. 1 Shop 5/4"
100,000' No. 1 Com. 4/4"	50,000' No. 1 Shop 4/4"
15,000' 1s & 2s, 2x12" & up	30,000' Select 5/4"
30,000' 1s & 2s, 3x12" & up	50,000' Select 4/4"
30,000' 1s & 2s, 2 1/2"	

E. SONDEHEIMER CO.

SAP GUM	SAP, NO DEFECT
100,000' FAS, 4/4"	100,000' No. 1 Com. & Btr., 8/4"
50,000' FAS, 5/4"	COTTONWOOD
70,000' FAS, 6/4"	110,000' No. 1 & Panel, 4/4-18" up.
PLAIN RED GUM	CYPRESS
150,000' FAS, 4/4"	40,000' FAS, 8/4"
10,000' FAS, 5/4"	20,000' Selects, 4/4"
10,000' FAS, 6/4"	40,000' Selects, 5/4"
200,000' No. 1 Com., 4/4"	40,000' Selects, 6/4"
65,000' No. 1 Com., 5/4"	75,000' Selects, 8/4"
20,000' No. 1 Com., 6/4"	30,000' Shop & Btr., 10/4"
QUARTERED RED GUM	70,000' Shop & Btr., 12/4"
60,000' No. 1 Com. & Btr., 4/4"	60,000' No. 1 Shop, 4/4"
80,000' No. 1 Com. & Btr., 5/4"	70,000' No. 1 Shop, 5/4"
60,000' No. 1 Com. & Btr., 6/4"	50,000' No. 1 Shop, 6/4"
25,000' FAS, 8/4"	25,000' No. 1 Shop, 8/4"
50,000' No. 1 Com., 8/4"	27,000' No. 1 Shop, 12/4"
	200,000' Pecky, 4/4"
	22,000' Pecky, 5/4"
	20,000' Pecky, 6/4"
	23,000' Pecky, 8/4"

ANDERSON-TULLY CO.

PLAIN RED OAK	PLAIN RED GUM
124,000' 5/4" FAS	47,000' 4/4" FAS
107,000' 6/4" FAS	89,000' 5/4" FAS
42,995' 6/4" FAS	158,000' 6/4" FAS
18,830' 10/4" Com. & Btr.	205,000' 4/4" No. 1 Com.
124,000' 12/4" Com. & Btr.	165,000' 5/4" No. 1 Com.
65,000' 5/4" No. 1 Com.	187,000' 6/4" No. 1 Com.
235,000' 6/4" No. 1 Com.	10,000' 8/4" No. 1 Com.
14,000' 8/4" No. 1 Com.	QUARTERED RED GUM
PLAIN WHITE OAK	11,000' 5/4" FAS
11,000' 5/4" FAS	36,000' 8/4" FAS
114,000' 6/4" No. 1 Com.	121,000' 6/4" No. 1 Com.
127,000' 8/4" No. 1 Com.	116,000' 8/4" No. 1 Com.
8,000' 10/4" No. 1 Com.	PLAIN SAP GUM
17,000' 12/4" No. 1 Com.	85,000' 5/4" FAS
QUARTERED WHITE OAK	356,000' 6/4" FAS
46,000' 1x6" to 9" FAS	152,000' 8/4" FAS
75,000' 4/4" No. 1 Com.	91,000' 5/4" No. 1 Com.
6,540' 5/4" No. 1 Com.	169,000' 6/4" No. 1 Com.
62,000' 6/4" No. 1 Com.	167,000' 8/4" No. 1 Com.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM	75,000' 8/4" No. 1 Com. & Btr.
200,000' 5/8" No. 1 Com. & Btr.	SOFT MAPLE
45,000' 4/4" Box Bds., 13 to 17"	40,000' 8/4" Log Run
60,000' 4/4" Box Bds., 9 to 12"	30,000' 10/4" No. 1 Com. & Btr.
90,000' 4/4" 1&2, 13 to 17"	PLAIN RED OAK
150,000' 4/4" 1&2, 6 to 12"	15,000' 4/4" 1&2
150,000' 4/4" No. 1 Com.	50,000' 5/4" 1&2
250,000' 4/4" No. 2 Com.	50,000' 5/4" No. 1 Com.
250,000' 5/4" Nos. 1 & 2 Com.	30,000' 6/4" No. 1 Com.
QUARTERED SAP GUM	30,000' 4/4" No. 2 Com.
200,000' 8/4" No. 1 Com. & Btr.	45,000' 8/4" No. 1 Com.
PLAIN RED GUM	45,000' 10/4" No. 1 Com. & Btr.
100,000' 5/8" No. 1 Com.	PLAIN WHITE OAK
75,000' 4/4" 1&2	75,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com.	30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.	15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM	SOFT ELM
150,000' 4/4" No. 1 Com. & Btr.	75,000' 6/4" Log Run
30,000' 5/4" No. 1 Com. & Btr.	45,000' 12/4" Log Run
15,000' 6/4" No. 1 Com. & Btr.	50,000' 10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

KILN-DRIED LUMBER

Our dry kiln capacity of 200,000 feet per month is at your service

and

8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

PLAIN WHITE OAK	QUARTERED RED GUM
7,000' 4/4" FAS	45,000' 4/4" FAS
110,000' 4/4" No. 1 Com.	182,000' 4/4" No. 1 Com.
71,000' 4/4" No. 2 Com.	78,000' 5/4" FAS
24,000' 6/4" FAS	230,000' 5/4" No. 1 Com.
56,000' 6/4" No. 1 Com.	4,000' 6/4" FAS
13,000' 6/4" No. 2 Com.	50,000' 6/4" No. 1 Com.
PLAIN RED OAK	15,000' 8/4" FAS
13,000' 3/4" FAS	6,000' 8/4" No. 1 Com.
31,000' 4/4" FAS	22,000' 10/4" FAS
12,000' 4/4" No. 1 Com.	5,000' 10/4" No. 1 Com.
12,000' 4/4" No. 2 Com.	8,500' 12/4" FAS
96,000' 6/4" FAS	PLAIN RED GUM
179,000' 6/4" No. 1 Com.	17,000' 4/4" FAS
25,000' 6/4" No. 2 Com.	30,000' 5/4" FAS
	110,000' 5/4" No. 1 Com.

BELLGRADE LUMBER CO.

QUARTERED RED GUM	QUARTERED RED OAK
4/4" Common and Better	4/4" to 6/4" Common and Better
5/4" Common and Better	PLAIN OAK
6/4" Common and Better	4/4" to 16/4" Common and Better
8/4" Common and Better	ELM
10/4" Common and Better	6/4" to 12/4" Log Run
12/4" Common and Better	ASH
PLAIN RED GUM	5/4" Common and Better
4/4" to 6/4" Common and Better	6/4" Common and Better
QUARTERED UNSELECTED GUM	8/4" FAS
4/4" to 12/4" Common and Better	CYPRESS
PLAIN SAP GUM	4/4" to 8/4" Log Run
4/4" Common and Better	COTTONWOOD
5/4" Common and Better	4/4" Log Run
6/4" Common and Better	TUPELO
4/4" to 8/4" No. 2 Common	4/4" Log Run
QUARTERED WHITE OAK	
4/4" Common and Better	
6/4" Common and Better	
8/4" Common and Better	

The Kraetzer-Cured Lumber Co.

All Stock Runs Regular Widths and Lengths

ASH	15,000' S2S to 13/16" Box Boards
70,000' 1/2" No. 1 Com.	13 to 17"
ELM	16,000' 1/2" No. 1 Com.
45,000' 6/4" No. 2 Com. & Btr.	15,000' 5/8" No. 1 Com.
100,000' 12/4" No. 2 Com. & Btr.	100,000' 4/4" No. 1 Com.
RED GUM	CYPRESS
20,000' 5/8" FAS	37,000' 4/4" 1s & 2s
25,000' 5/4" FAS	40,000' 4/4" Selects
30,000' 6/4" FAS	45,000' 4/4" Shop
65,000' 5/8" No. 1 Com.	TUPELO
42,000' 3/8" No. 1 Com.	40,000' 4/4" 1s & 2s
500,000' 4/4" No. 1 Com.	15,000' 4/4" Box Boards 13 to 17"
70,000' 5/4" No. 1 Com.	HICKORY
17,000' 6/4" No. 1 Com.	20,000' 6/4" No. 3 Com.
10,000' 8/4" No. 1 Com.	OAK
SAP GUM	140,000' 4/4" Sound Wormy.
70,000' 1/2" FAS	60,000' 4/4" No. 3 Com.
100,000' 5/8" FAS	50,000' 8/4" No. 3 Com.
50,000' 4/4" FAS	PLAIN OAK
14,000' 8/4" FAS	10,000' 2 3/4" Com. & Btr.
100,000' 4/4" Box Boards, 13 to 17"	

RUSSE & BURGESS, Inc., Memphis, Tenn.

MEMPHIS

This Stock Is Dry and Runs in Regular Widths and Lengths

ASH
50,000' 4 1/4" No. 1 Com. & Btr.
230,000' 8 1/4" No. 1 Com. & Btr.
3,000' 10 1/4" No. 1 Com. & Btr.
9,000' 12 1/4" No. 1 Com. & Btr.
75,000' 4 1/4" No. 2 Com.
60,000' 4 1/4" No. 3 Com.

MAPLE
20,000' 12 1/4" Log Run
10,000' 8 1/4" Log Run

PLAIN RED GUM
15,000' 4 1/4" FAS
35,000' 5 1/4" No. 1 Com.

QUARTERED RED GUM
40,000' 4 1/4" No. 1 Com.

CYPRESS
40,000' 4 1/4" Log Run
6,000' 5 1/4" Log Run
3,000' 6 1/4" Log Run
9,000' 8 1/4" Log Run

HONEY LOCUST
10,000' 4 1/4" Log Run

SAP GUM
20,000' 4 1/4" FAS
66,000' 4 1/4" No. 1 Com.
214,000' 4 1/4" No. 2 Com.
100,000' 4 1/4" No. 3 Com.
30,000' 4 1" Box Boards, 8 to 12"
40,000' 4 1/4" Box Boards, 13 to 18"
18,000' 5 1" FAS
105,000' 5 1/4" No. 1 Com.
10,000' 6 1/4" FAS
15,000' 6 1/4" No. 1 Com.

PLAIN WHITE OAK
25,000' 5 1/4" No. 1 Com. & Btr.
65,000' 6 1/4" No. 1 Com. & Btr.
23,000' 8 1/4" No. 1 Com. & Btr.
66,000' 12 1/4" No. 1 Com. & Btr.

PLAIN RED OAK
125,000' 5 1/4" No. 1 Com. & Btr.
100,000' 6 1/4" No. 1 Com. & Btr.

PENROD-JURDEN & McCOWEN, Inc.

A Few Special Items in White Ash

- | | |
|---|---|
| 1 Car 5/4x3" & Wider, One Face Clear Strips, Bone Dry | 2 Cars 10 1/4x3" & Wider No. 1 Com., 4' & Longer |
| 2 Cars 5/4x6" to 10" FAS & Selects, all 8' and 10' | 2 Cars 12 1/4x3" & Wider No. 1 Com., 4' & Longer |
| 5 Cars 8/4x6" to 10" FAS & Selects Regular Lengths | 2 Cars 8 1/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture |
| 3 Cars 10/4x6" & Wider FAS & Selects, Tough, Regular Lengths | 2 Cars 10 1/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture |
| 3 Cars 12/4x6" & Wider FAS & Selects, Tough, Regular Lengths | 2 Cars 12 1/4x3" & Wider, 4' to 7' Clear Shorts, Medium Texture |
| 1 Car 16/4x6" & Wider FAS & Selects, Tough, Regular Lengths | 3 Cars 5/4x3" & Wider No. 2 Com., Regular Widths and Lengths |
| 1 Car 12 1/4x10" to 11 1/2" FAS & Selects, Good Texture, Reg. Lengths | 2 Cars 8 1/4x3" & Wider No. 2 Com., Regular Widths and Lengths |
| 1 Car 10 1/4x10" & Wider FAS & Selects, Good Texture, 15' 14-16" | 1 Car 10 1/4x3" & Wider No. 2 Com., Regular Widths and Lengths |
| 1 Car 5/4" & Thicker No. 1 Com. & Btr. Wormy, largely 5/4" | 1 Car 12 1/4x3" & Wider No. 2 Com., Regular Widths and Lengths |
| 5 Cars 8/4x3" & Wider No. 1 Com., 4' & Longer | Limited Amount Selected Straight Grain Aeroplane Ash |
- National Rules Govern

Thompson-Katz Lumber Co.

PLAIN WHITE OAK

15,000' 4 1/4" 1st & 2nds
30,000' 4 1/4" No. 1 Com.
20,000' 4 1/4" No. 2 Com.
40,000' 5 1/4" No. 1 Com.
20,000' 5 1/4" No. 2 Com.
15,000' 6 1/4" No. 2 Com.

PLAIN RED OAK

20,000' 4 1/4" 1st & 2nds
70,000' 4 1/4" No. 1 Com.
40,000' 4 1/4" No. 2 Com.

PLAIN MIXED OAK

40,000' 4 1/4" Sound Wormy
60,000' 4 1/4" No. 3 Com.
30,000' 6 1/4" No. 3 Com.

QUARTERED RED GUM

200,000' 8 1/4" No. 1 Com. & Btr.
30,000' 4 1/4" No. 1 Com.

QUARTERED SAP GUM

150,000' 8 1/4" No. 1 Com. & Btr.

PLAIN RED GUM

30,000' 1 1/4" 1st & 2nds
75,000' 4 1/4" No. 1 Com.
30,000' 6 1/4" No. 1 Com.

SAP GUM

30,000' Wide Box Boards
50,000' Narrow Box Boards
200,000' 4 1/4" 1st & 2nds
250,000' 4 1/4" No. 1 & No. 2 Com.
100,000' 5 1/4" 1st & 2nds
140,000' 5 1/4" No. 1 & No. 2 Com.
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200,000' 4 1/4" No. 1 Com.
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35,000' 5 1/4" No. 1 Com.

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20,000' 6 1/4" No. 1 Com.
14,000' 8 1/4" No. 1 Com.
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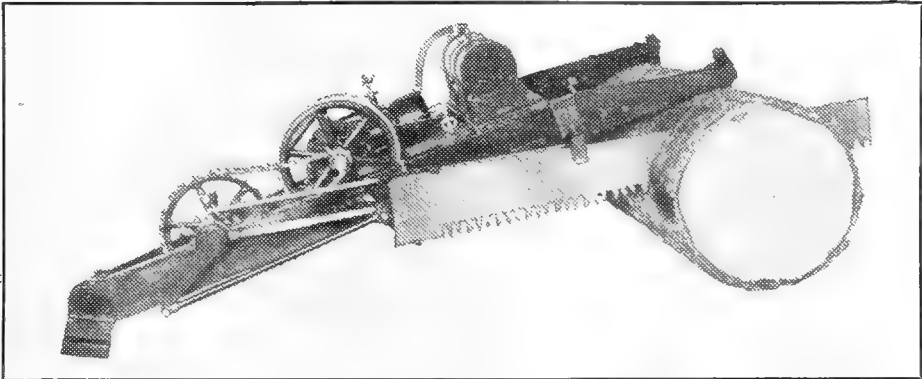
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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	15-16
Red Gum Misunderstood.....	16
Back to the Old Ways.....	16

SPECIAL ARTICLES:

Important Announcements from Washington.....	17-19
Modification of Embargoes.....	19
The Final Furniture Schedules.....	20-21
Rulings by the Priorities Board.....	21
Liberty Loan Payments.....	21
The Largest Order for Lignum Vitae.....	22
The Wooden Wheel's Place in History.....	22
Letters from a Panel User.....	25
Letters from a Panel Boss.....	26 and 31
Regarding Veneer Thicknesses.....	31
Veneer Association to Meet.....	31

CLUBS AND ASSOCIATIONS.....	35-36
WITH THE TRADE.....	36-38
PERTINENT INFORMATION	38-39
HARDWOOD NEWS	39-45
HARDWOOD MARKET	45-48
CLASSIFIED ADVERTISEMENTS.....	50-51
HARDWOODS FOR SALE.....	51-53

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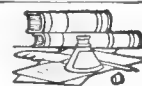
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CHICAGO, NOVEMBER 10, 1918

No. 2



Review and Outlook



General Market Conditions

SO SPEEDY HAS BEEN THE TURN OF EVENTS in the last fourteen weeks that people had hardly adjusted their minds to the probability of victory and peace when both were upon us. But a month ago the country was exhibiting the fact that it had finally come to a full realization of our being at war. All plans and calculations, all thoughts and all questions of business policy were organized on the basis of a continued war condition and there was just sprouting the realization that we would some day have to plan for the return of peace and to organize ourselves so as to maintain and further business and industry during peace readjustments and in the years to follow. The duty and task of all must now be abruptly switched and centered on immediate readjustment and plans for the future.

As far as lumber is concerned, it is probable that its position is stronger than that of many other industries and that there are more definite reasons for believing in the development of great strength at an early date. The greatest concern of lumbermen as well as men in other industries during the war has been necessary government regulation and control of production and distribution. The circumstance which will be most potent in governing readjustment will be the degree to which the government control may be withdrawn and normal functioning started. Without doubt government control will be lifted from consumption much more quickly than from production as it is very apparently necessary that industries suppressed because of war necessities, must be given every encouragement. The lumber industry is in a fortunate position covering both production and markets.

With uncertainty as to just what readjustment will bring forward, the production organization must have an elasticity which will enable it to conform quickly and fully to new conditions and demands as they arrive. The lumber industry fortunately is susceptible of such quick readjustments as its product is not such as requires specialized organization and equipment in switching from one line of output to another. It is even more fortunate in its markets as almost without exception the wood-using industries have been seriously repressed either by natural economic conditions or by specific regulation. This repression has amounted to vast curtailment in markets which with peace conditions in effect will most surely be given official support that they may develop vigorously and quickly. As an illustration, the building industry has been practically extinct except in those lines using only construction lumber. The higher priced and more finished construction has been practically non-existent for several years. Construction of furniture has been dis-

couraged and so on down the list of wood-using industries a survey of the past situation shows that they have been restricted radically.

It is safe to assume that the government will give every reasonable encouragement for speedy readjustment, as many industries in other lines, which have been primarily engaged in war work, are not susceptible of quick making over to peace production and it behooves the government to foster speedy development of industries which can be quickly made to conform with the peace condition. If this were not done a period of serious and general stagnation would result, for those industries which will require considerable time for the readjustment will necessarily undergo a period of inactivity, and the only way to prevent this being general is to encourage all healthy activity in industries which can be brought around quickly. Fortunately, the wood-using industries are of such nature as to make it possible to effect readjustment and rehabilitation without serious delay.

So the future is concretely and clearly promising as to markets. The prospect for prices is even more encouraging, as the past two months during which the industry has been operating under the embargo has seen widespread curtailment in lumber production. Anyone who doubts the prospective strength of lumber values needs but to consider the steady increment that has maintained through the war period in the face of consistently dwindling normal markets. Practically the only period showing a definite reaction in prices is that period during which the general lumber embargo has been operative and the recession of about one dollar in the composite selling price of hardwood lumber in this period was the direct result of shipping difficulties and of that alone. The operation of the embargo has caused losses and inconvenience to the lumber trade and so delayed shipment and alarmed many manufacturers that they resorted to the time honored custom of shading values in order to turn over their stock more quickly. The result was lower prices on many items and no compensating benefits. That the embargo will be lifted as speedily as possible is shown by developments in that direction that have already materialized. The trade has been greatly benefited by the relief of certain territories and certain commodities, and undoubtedly production will be greatly helped by the lifting of the embargo from log shipments. The number of mills shut down as a direct result of the embargo has increased steadily, but it is quite likely that where possible these mills will maintain themselves in position to resume operations with the recurrence of prosperous peace conditions.

The only dark spot on the horizon at present is uncertainty as to the developments inside of Germany. The armistice terms were signed by authorities who no longer exist and it is just a question as to how far the Russian idea may make headway among the Ger-

man people. Probably if they are speedily fed and given employment, readjustment in Germany may be accomplished without physical disorder such as is making of Russia a picture which would be more fitting to the period of the dark ages. It is to be hoped that the German nation may have a sufficiently healthy resistance to prevent contamination by the Russian social disease. If there is still sufficient authority in Germany so that the terms of the armistice may be lived up to, the physical power of the German people will be so clipped that there will be no great danger in the future. On the other hand, if the Russian influence should spread quickly enough throughout Germany so that there would not be sufficient authority to control the army and enforce adherence to the armistice terms, there would exist in Germany a powerful army, powerfully equipped, which if brought under the murderous influence of Russian fanatics, would not only cause continued horrors and hardships in Germany, but would create a situation that would be overcome by the Allies only by further military action which might be carried over a considerable period of time. It is reported that Hindenburg is still in Germany and has placed himself and the army at the disposal of the new government, whatever that might be, and this fact may be considered either an ill omen or a good omen. Hindenburg's retention might mean continuance of the old regime, although considering the present temper of the German people, this hardly seems possible. On the other hand, his continued direction of military power will undoubtedly serve to hold together the instruments of authority and prevent the orgies of misused power prevailing in Russia.

The turn of events in the next month will indicate the outcome and will determine how speedily the Americans abroad may be returned to industrial production in this country and how speedily our war production may be made over to normal production. Developments in Europe will be the one controlling factor in so far as our full return to complete normal conditions is concerned. But, in the meantime it is assured that industries and commercial conditions will be given every encouragement for speedy return to normal footing as far as this is possible under the abnormal conditions which will maintain as long as our army is on European soil.

Red Gum Misunderstood

IN THE LONDON TIMBER TRADES JOURNAL of England, issue dated October 12, an article by Herbert Stone is printed, dealing with wood's shrinking and its absorption of moisture. Mr. Stone illustrates a point by speaking thus of red gum:

"We find, however, that a species of especially uniform structure, the red gum (or satin walnut as it is called) shrinks and warps excessively. It is said to twist like a worm when laid before a fire, and to have no utility whatever for that reason. It has found favor for cheap furniture and paving blocks notwithstanding this reputation."

Mr. Stone has a high reputation as an authority on wood, but he is far behind the time with regard to red gum. This wood passed out of use as paving block material a quarter of a century ago; but his worst break is the statement that it is a wood for "cheap" furniture. This sounds somewhat out of harmony with the claim that red gum is the finest cabinet wood of the United States. More than 100,000,000 feet of it goes into furniture yearly in this country, and it is largely high class furniture. This is in addition to 120,000,000 feet a year that goes into interior house finish, and 130,000,000 feet, log measure, converted annually into veneers which are largely used for furniture and house finish. This does not indicate that red gum's reputation is bad.

It enjoys so high a reputation that it has largely replaced Circassian walnut in this country for furniture, interior house finish, and for musical instruments. It so closely resembles this aristocratic walnut that the ordinary observer cannot distinguish one from the other, though the experienced wood worker knows the difference.

Red gum must be properly seasoned or it will not give satisfactory service in fine cabinet work. Its seasoning problems were

once looked upon as serious, but the secret has now been learned. Two hundred years ago Mark Catesby, who wrote a famous natural history of the Carolinas, wrote of red gum, Vol. 1, page 65:

"The wood is good timber and is used in wainscoting, etc. The grain is fine and some of it beautifully variegated and very fit for curious work in joinery; but when wrought too green is apt to shrink and fly apart from its joints, to prevent which no less than eight or ten years is sufficient to season its planks."

This old writer indicates that gum's seasoning difficulties had been mastered in his day, though air seasoning was resorted to and several years were necessary. With modern kilns, the seasoning of gum is a simple matter; and the allegation that its principal use is for paving blocks and cheap furniture is quite out of date.

Back to the Old Ways

THE LUMBER INDUSTRY has some things to expect pretty soon after the close of the war. The exigencies of the conflict upset many customs and habits in the lumber business, and forced lumbermen to follow new lines and work in ways never tried before in this country. Orders were sent out that shipments were to be made in certain directions or not at all; the erection and repair of buildings were discouraged; there were priorities and non-essentials which hindered or helped business—generally hindered. Embargoes were established; prices were regulated; wages, labor, and hours were made the subject of rules by those in authority. Artificial restraints or stimulants were applied. In short, the carrying on of the lumber business became a problem wholly different from any prewar experience in this country.

Lumbermen cheerfully and loyally carried out the government's orders and suggestions. Though some of the regulations pinched, little criticism or complaint was heard. The situation was accepted in the best spirit; all pulled together to win the war, and succeeded in doing so.

Now the time is in sight when the former methods of doing business will come back. Restraints and interference, which were acquiesced in as necessities of war, are not expected to hold long after peace is restored. Lumbermen will again be doing competitive business, buying and selling where the best bargains are to be found, with no restrictions except those interposed by the ordinary laws and rules of trade.

A large number of regulations, rules, and restraints must be annulled or revoked; for no one expects the government hereafter to take any part in determining the styles of furniture to be made; the specifications to be followed by box makers; the territories into which and out of which certain kinds of lumber shall be shipped, or the quantity to be shipped. Scores of war measures will not be enforced in peace, because the occasion will not call for such enforcement. It cannot be said just how speedily peace measures will come back and war methods will depart. Perhaps legislation will be necessary to bring about some of the changes, while in other cases, common consent without any new laws or repeal of war measures will be all that will be necessary.

What kind of business lies beyond the end of the war, naturally gives some concern. No apparent reason exists why the lumber business shall not be good. Lumber is needed and money to buy it ought to be plentiful.

Many people wear partly wooden shoes without knowing it. The shank is a thin piece of wood placed between the outer and inner shoe soles, under the arch of the foot to hold that part of the shoe in shape. The shank is never visible unless the shoe is torn to pieces, consequently, persons may never see one of these pieces of wood, though making use of them. The wood is about one-sixteenth of an inch thick, two inches wide and three or four long. It is generally made of paper birch, though many woods might be used. The wooden shank is a factory product and is shipped by the barrel to shoe factories.

Important Announcements from Washington

By H. C. Hallam

Hardwood Co-Operation Would Give Wonderful Results

The value of co-operation in the hardwood industry has been demonstrated here recently, according to Gen. L. C. Boyle, counsel for important hardwood interests, in connection with a movement to have the income and excess profits tax laws and provisions of the pending revenue bill amended so as to meet the peculiar needs of the lumber industry.

"If hardwood operators generally would co-operate with the same zeal as they display individually in helping the government and meeting the problems confronting them," remarked Gen. Boyle to *HARDWOOD RECORD* correspondent the other day, "they would easily overcome many of their economic difficulties."

He said that the result-getting possibilities in co-operation have been illustrated by the good impression created by hardwood men here among members of the senate whom they have been interviewing about tax changes. Gen. Boyle said that hardwood and other branches of the lumber trade need to be taken care of in enacting the new law, if the industry is not to be wrecked, due to a combination of high taxes, high costs, limited markets, curtailment, embargoes, labor shortage and other conditions due to the war and government activities incidental thereto.

Senators have been told that while the government is doing what it can to encourage the production of steel, oil, food, and other war necessities, lumber is also necessary in carrying on the war, and that lumber operations should be put in the class of hazardous enterprises, along with mining and some others, and should be allowed depletion, depreciation and other deductions from gross income before figuring taxes. Recognition of borrowed capital in connection with the definition of invested capital is desired.

There is a provision in the tax bill authorizing the internal revenue bureau to meet special conditions where there appear to be extra large property, values as of March 1, 1913, by taking representative concerns in the same industry as a guide in calculating what proper allowances and values should be, but the point is made that this is not practicable in the case of the lumber industry, as the vast majority of concerns in it are declared to be in the exceptional class that needs relief, there being few if any representative concerns that could be fairly taken as a guide for their comrades in the industry.

That the industry needs relief at the hands of Congress in connection with the tax bill is declared to be proved by the report that many mills are closing and others may close, so that there might not be much for the tax gatherers to collect next spring. It is also said that the short leaf pine industry is thought in official circles to be largely non-essential; that the North Carolina pine operators work on leased property on which they must pay rentals or royalties regularly, in the face of declining markets for their product.

It is deemed important that there should not be found a crippled or bankrupt lumber industry at the end of the war, as the world is expected to demand American lumber in unlimited quantities, while the postponed building construction in the United States will have to be taken up. The hardwood industry is said to be restricted by the slackened demand for its products. The government is said to be able to obtain its war lumber supply from 25 per cent of the capacity of the country's mills.

On this matter of tax amendment there have been in Washington recently the following lumbermen among others: Secretary Wilson Compton of the National Lumber Manufacturers' Association; F. R. Babcock, Pittsburgh; John Raine, Meadow River Lumber Co., Rainelle, W. Va.; R. L. Jurden, J. Pritchard, J. W. McClure, Memphis; S. H. Nich, Catlettsburg, Ky.; W. M. Ritter, Columbus, and Washington; Frank B. Houston, Chicago; A. W. Shands, Sardis, Miss., and others.

Dr. Compton has been seeking to elucidate some puzzling economic problems touching lumber taxation that have been raised by official experts. He has also been co-operating with R. C. Bryant of the Forest Service in connection with a statistical investigation being made of the lumber industry for the benefit of the lumber director and the priorities commissioner. This investigation involves the correlation of information furnished by trade associations and other sources relating to lumber production, the percentage of different grades, sources of supply, capacity of mills, markets, distribution of product, etc. These data are of mutual value to the trade and to the government, according to Forester Graves.

It is believed by authorities that the data having government approval will be far more valuable than special pleading of various branches of the trade or factional representation of the industry.

The matter of an export lumber trade policy for after the war is being worked on by Dr. Compton with Homer Hoyt, economist of the war trade board. In this connection the reports of American lumber trade commissioners to Europe will be valuable.

C. A. Goodman, George M. Harder, O. T. Swan, Messrs. Osborn, McCullough, Holt, Campbell, and others have worked out a plan covering prices and supplies of birch logs for making veneer for airplane production. They were assisted by the price fixing committee and the lumber director. The latest plan contemplates the purchase of the birch logs by the veneer and panel makers. Veneer prices may be fixed later.

Lumbermen and foresters entering the military service are afraid that the show will be over before they get over there. W. L. Hall of the Forest Service, who had charge of Appalachian forest work, has a major's commission in the Twentieth engineer regiment, and F. L. Sanford the Zona, La., lumberman, has a captaincy. Forester Graves expects to have to let some of his western forestry men join the new battalions of the Twentieth.

Will Probably Have But One Furniture Show

At the suggestion of the government the Furniture Industries War Service Committee, of which Adolph Karpen is chairman and W. H. Coye, secretary, has instituted a survey of the industry to sound the sentiment of the manufacturers as to the proposal of doing away with one of the furniture shows, and having but one show that will be at a uniform date in all sections and of a uniform duration throughout the country. The date preferably would be in April and May on account of less severe tax on transportation service in those months.

The War Service Committee heartily seconds the recommendation of the War Industries Board at Washington on the foregoing proposal, suggesting that the next furniture show be held in May, 1919, and that the practice become an established practice of the industry thereafter.

Manufacturers so addressed are asked to express their opinion and it is stated so far ninety per cent of the industry approves the move.

Facts Regarding the Shipbuilding Program

Chairman Hurley of the shipping board denies that the cancellation of contracts for wooden ships let to from fifteen to twenty yards found to be inefficient, indicates that the wooden shipbuilding program will be dropped. He intimates that changes might be made to modernize this industry and predicts that the wooden ship construction will go far in advance of original plans.

Contracts for fifty wooden barges and fifty composite tugs designed for New England coal carrying trade have been cancelled as some of the 3500-ton wooden ships will be utilized for this purpose. One hundred wooden ships now building will be designed for use in carrying oil for Mexico, thus releasing steel tankers for the trans-Atlantic trade.

It is stated that in spite of the railroad administration having contracted for forty steel barges and six tow boats for use on southern rivers at a cost of over \$6,000,000 wooden barges may be built for river traffic.

An estimate of \$120,000,000 for further ship construction is the latest figure in appropriations to be submitted to Congress when it reassembles.

The hopes of those interested in the non-sinkable ships supposed to be made non-sinkable by wooden buoyancy boxes, were shattered by the destruction of the first of these boats by a torpedo.

Indicating the quantity of lumber that has gone into ship construction the shipping board states that enough yellow pine lumber has been used in eastern coast yards alone for wooden shipbuilding to make a bridge floor twenty-five feet wide across the Atlantic to France. Pacific Coast lumbermen state that they have supplied a like quantity. This lumber, 400,000,000 feet of yellow pine and a like quantity of western wood includes only the wood actually used in ocean-going ship constructions. It does not include the vast quantities used for docks and barges or lumber used for plant extension and housing.

In a statement giving these interesting facts, the shipping board paints an absorbing picture of the magnitude of the industry which is getting out such vast quantities of necessary products. The entire work of supplying this lumber is under the direction of W. J. Haynen, general lumber supervisor of the Emergency Fleet Corporation. He has at his call the timber resources from Alaska to California and east to the Atlantic Coast line from Nova Scotia to Florida. The principal areas are the western countries producing Douglas fir, spruce, Oregon pine and similar trees typical for their size and clearness; the yellow pine areas of Texas, Louisiana, Mississippi, Alabama, Georgia and Florida; the northern white pine territory of Michigan, Wisconsin and Minnesota, and the ship oak producing regions of West Virginia, Kentucky and Tennessee.

The products of these areas go to 130 shipyards, seventy-eight building wooden cargo ships, twenty-eight constructing barges, twenty turning out tugs and four building composite ships consisting of steel framing with wooden planking. These yards are distributed along the Atlantic, Gulf and Pacific coasts from Maine to Washington.

Mr. Haynen is enthusiastic in his praise of the employes of the lumber industry from the highest to the lowest man in the ranks, as their efforts made possible the fulfillment of a program resulting in the present available tonnage.

Extensive Building Program

The following construction projects are to be, or have been, recently launched by the government:

Additional buildings at Camp Kearney, Cal., to accommodate 9,000 men, costing \$1,924,923.

Additional construction at Watervliet Arsenal to cost \$115,000.

Additional barracks at Camp Travis, Texas, to cost \$77,000.

Cold storage plant at Camp MacArthur, Waco, to cost \$50,000.

Engineer's training camp to be located at Fort Leavenworth, Kans., to accommodate 16,000 men and cost \$5,000,000. Contract awarded to W. M. Sutherland Building & Construction Company, St. Louis, Mo. Construction similar to ordinary cantonment construction.

Addition to storage facilities plant of the National Cash Register Company at Dayton, O., to add 81,000 square feet of floor space.

Additional dock extension to warehouse No. 3 at the Baltimore depot warehouse to cost \$228,680.

Alteration at the Carlisle Indian School at Carlisle, Pa., for hospital purposes to cost \$180,000.

The construction of an aero camp at Cammack Field, Long Island, to cost \$99,605, together with similar plant at Babylon Field, Long Island.

Contract let for large temporary construction totaling 504 rooms at Eddystone, Pa., Edward Fay & Sons, Philadelphia, constructors.

Contracts awarded to United States Engineering Construction Company, Cleveland, O., for two dormitories at Wycliffe, Cleveland.

Contract awarded to Sharon Building Company, Sharon, Pa., for 170 buildings.

In order to properly fit new buildings so as to make them suitable for hospital purposes, alterations must be undertaken at once totaling in cost \$995,000.

Regarding Latest Lumber Priority Order

Judge E. B. Parker, priorities commissioner of the War Industries Board, is issuing a circular containing regulations under which

lumber manufacturers may obtain priority assistance for securing necessary labor, transportation, supplies, equipment and materials. A statement given out officially in advance of the circular is in part as follows:

For the purpose of obtaining priority assistance for the securing of necessary supplies, equipment and materials, all lumber manufacturers complying with the conditions laid down in the circular will be entitled to an automatic Class C priority rating, which, however, the circular takes care to explain, does not apply to materials for new construction, increased facilities, extensions or betterments.

The program of conditions as laid down requires first of all that each manufacturer shall undertake the utmost possible conservation of materials, fuel and labor; that, as far as practicable, with due regard to the demands for lumber for direct war uses, he shall limit his production to the current demand; that he shall refrain from hoarding fuel, supplies, equipment and materials; and will limit export production to items covered by export licenses issued by the War Trade Board.

Manufacturers are prohibited from making any sales or deliveries except for essential uses, as may from time to time be defined by the priorities division. Until further notice such essential uses are confined to the following: For supplying the requirements of the United States government and its Allies; for supplying the needs of the railroads operated by the United States Railroad Administration; and for supplying to others lumber of primary importance in war work or in essential civilian requirements. With regard to the latter, the manufacturer, in all doubtful cases, is urged to consult the priorities division.

Each manufacturer is required to file with the priorities division of the War Industries Board a pledge in writing after a set form, included in the circular agreeing to the above and setting forth that he will not sell to any customer for resale without exacting from the latter a pledge of similar import. Furthermore the manufacturer agrees by this pledge to render to the priorities division such reports of his activities as the division may from time to time require. The form of pledge he must exact from all customers desiring to resell his products is also set forth.

Every manufacturer is required to make out and mail to H. G. Phillips, secretary, Priorities Board, Washington, D. C., a formal application, copies of which were sent out with the circular. Manufacturers failing to receive such forms are urged to obtain them from the above address.

Any manufacturer failing within thirty days after date (October 25) to file the pledge above described, or to make application as provided, will thereby relinquish his right to the benefit of preferential treatment with respect to labor, or to assistance in obtaining fuel or to the automatic class rating for equipment, supplies and materials. Where, on the other hand, the manufacturer is entitled to the automatic class rating, no priority certificate or application to the priorities committee will be necessary, but on each order for any such equipment, supplies or material, there must be attached an affidavit to the effect that he has filed the necessary pledge, and that the equipment, supplies or material covered by the order are necessary and will only be used in the operation of his plant.

Included also in the circular are rules governing priorities in production and delivery of lumber, which, to overcome confusion occasioned by misunderstanding of previous orders, are reshaped and issued to supersede all previous rules and rulings. They set forth that, unless otherwise specifically given a higher rating, equal priorities (Class A-5) shall be given all orders, placed after clearance through the lumber section of the War Industries Board; (a) by or for the war or navy departments; (b) by or for any contractor or agent for either of the departments; (c) by or for the United States Shipping Board Emergency Fleet Corporation; (d) contractors of said corporation; (e) the United States Railroad Administration or any railroads under its jurisdiction; or (f) the Bureau of Industrial Housing and Transportation of the Department of Labor, or the United States Housing Corporation. Such priority rating is taken on such orders automatically without need for indorsement or affidavit by the officer or party placing the same. Where it can be shown that the public interest demands a higher priority classification on any particular order it may be obtained upon application by the department or governmental agency concerned to the priorities committee, setting forth the reasons therefor. In such cases a priority certificate, or special ruling, covering such order will be issued. Where the order must be distributed among several mills only the one application and the one priority certificate or special ruling will be necessary, though appropriate notices will be sent to the mills affected.

A circular issued by the War Department refers to wrong methods employed in some eastern points in getting lumber shipments through. The marked shortage in local supply of lumber in the early part of 1918 in New Jersey and adjoining states was caused by government requirements. The result was a marked advance in price. According to the statement certain eastern operators using this as a basis, figured that if lumber could be brought into the northern section, north of Norfolk, it could be offered to the government purchasing offices as lumber in transit north of Norfolk, and, if accepted, the subsequent movement would be at governmental direction and the consignees would claim the advanced

price prevailing in the northern section.

The statement says that frequent tenders of transit cars to the government in this section soon indicated that wrong practices were in effect, and a number of commandeering orders were issued for the purpose of seizing these cars and a considerable number were diverted for various governmental projects in New Jersey, Pennsylvania and New York.

According to the circular, the practice was to wire orders to southern mills to consign lumber direct to a real or fictitious army officer. As soon as these cars were reported north of Norfolk, the consignee would tender them to the purchasing officer, who usually accepted them as bona fide shipments, thereby making it possible for the consignee to make a considerable profit. By reason of investigation by the Department of Justice indictments were recently secured for a number of such operators. The claims of some of them before the War Department Board of Appraisers have recently resulted in compensation award upon proof of ownership at the government mill base rate.

Despite decisions of the Interstate Commerce Commission and Supreme Court, the railroad administration, it is reported, will require tap lines and industrial railroads after investigation to justify the allowances they receive. This is proposed on the ground that competitive conditions under which allowances were approved no longer exist under government operation and control.

The administration is reported working on a plan for abolishing lighterage and other free service furnished by the railroads. This plan appears similar to that proposed by Louis D. Brandeis, now of the Supreme Court, as counsel for the commission in the big general rate advance case several years ago.

Following is a synopsis of short line contract agreed upon between the short line and the Railroad Administration:

Company to continue operation, retain receipts and pay its expenses, including taxes.

Arbitrariness and percentages of joint rates as of January 1, 1918, not to be reduced, and when increased shall receive same ratio as before increase was made.

Company shall receive fair allotment of cars and motive power. Also free per diem of two days on lines 100 miles in length or less.

Routing of competitive traffic protected.

Differences submitted to Interstate Commerce Commission for final decision.

Right to use government purchasing agencies and to have repairs to equipment done in government controlled shops on former terms.

No discrimination as to publishing tariffs and routing.

Should Director General require line for military purposes new contract will be made.

Exchange transportation shall be made applicable without discrimination.

The supply of hardwoods for war purposes has been improving of late. The output of black walnut has been trebled and the aircraft bureau is getting what it needs of this wood. The campaign to obtain walnut has borne fruit to a gratifying extent.

Requirements of birch for gunstocks was held up for a while in order to meet the needs of the aircraft program, but the birch situation has improved greatly. Plans have been changed and it will not be necessary for the government to buy birch for the veneer and panel manufacturers. The production of birch is being encouraged and prices that the birch log producers have been charging are to stand. There is understood to be no trouble about corestock in poplar and basswood. Mahogany deliveries for aircraft production are stated to be fair.

The War Department has caused inquiry to be made to ascertain what products made by the blind can be used by the government. Some of these products have been purchased and it is the purpose to increase their use by the government. It is expected that this action will stimulate production in factories which employ the blind, and thereby encourage the employment of blind persons.

D. V. Dunham of the Southern Pine Association is in Washington interested in ascertaining what shipping tonnage will be available in the event of peace, for the exportation of lumber. He doubts whether any very considerable tonnage will be made available for this purpose, in view of the assumption that British vessels now used for carrying American troops and supplies will be diverted

to other work and the demand for American tonnage will be greater than ever.

The Emergency Fleet Corporation has issued a statement describing an underwater saw that cuts piles for twenty five cents, saving \$7 on each stick cut off, it is claimed.

Emergency trench rations for the American army abroad are to be crated in wooden boxes, it is announced.

It is further announced that all subsistence supplies for domestic and overseas army consumption after January 1 next, unless for current consumption in army camps in this country, must be packed in wooden boxes of export construction type. Wirebound boxes will be limited to carry 70 pounds. This order has been issued because of the fact that frequently supplies purchased for domestic army use have to be shipped abroad. Some authorities estimate that 50 to 60 per cent of the canned goods boxes made for next year's pack in this country will have to be of export type, owing to the heavy food shipments abroad that are anticipated.

The War Industries Board has been flooded with telegrams from interested persons who are under the impression that the building of silos has been prohibited. No such prohibition has been ordered.

The government price list for railroad and car material has been revised under recent date. It was changed by transferring dimension stuff from under the timber heading and placing it in a separate classification, which results in an increase in price for long dimension stock to a scale ranging from \$21 to \$26.50 per 1,000.

The report by Judge Hughes on airplane production is meeting with both commendation and criticism. He finds fault with the manner in which mahogany purchases and inspection were handled. His chief criticism is directed against certain persons in the government employ, handling mahogany, and who at the same time were receiving pay from mahogany dealers, or owned stock in companies dealing in this wood. For instance, one inspector working for the government in mahogany inspection, was paid a salary by the company that sold the mahogany to the government.

Facts are given in the report about the quantities of mahogany contracted for by the government, including African mahogany. There is some criticism of the latter as inferior to Central American mahogany. Twenty-eight million feet of both kinds were ordered at prices ranging from \$285 to \$350 per 1,000.

Modification of Embargo

The National Hardwood Lumber Association, war service bureau, recently retained an expert traffic attorney to represent the interests of the association in Washington. He went to his post about October 25 and began working toward obtaining some amelioration of the government's late embargo ruling on lumber shipments. Results came speedily, for on November 2 the Railroad Administration, through the car service section, sent telegrams to zone chairmen notifying them of modifications in the embargo on forest products. Following are the principal modifications:

The states of Wisconsin and Illinois were eliminated from the embargoed territory.

Logs were added to the exempted commodities.

Elimination was ordered of the provision in the original embargo to the effect that permits would not be issued except from point of origin to final destination.

These modifications took effect November 6.

Present maximum prices for New England spruce have been extended until December 1, 1918. These prices are: Rough lumber, specified lengths twenty feet and under, 3000 pounds weight to 1000 feet of lumber, \$48 to \$60; random lengths, \$36.50 to \$59. It is understood that Pennsylvania hemlock prices are also being extended for thirty days.

The manufacture of felt for pianos is prohibited by the War Industries Board to cover the present emergency conditions. The government requirements are so great that felt far in excess of the mill capacity of the country is required. Accordingly there will not be room for the manufacture of felt for pianos.

The Final Furniture Schedules

In the issue of **HARDWOOD RECORD** of September 25 appeared a general conservation plan for the furniture industry, by authority of the War Industries Board. Since then the furniture list has been revised in many details, and below will be found the revised schedule as it relates to furniture for the bedroom, dining room, chairs, parlor frames, upholstered furniture, extension, library, parlor, and bedroom tables:

1. (a) The number of patterns manufactured to be reduced in all lines at least 50% on active patterns as of July 1, 1917.

(b) It is understood that this does not necessitate a reduction to less than 100 patterns per \$100,000.00 or less of output in parlor frames, fifty patterns in upholstered furniture and library, parlor and bedroom tables, thirty patterns in chairs and extension tables, and six suites in bedroom and dining room furniture.

(c) Any difference in size, style or wood is to be construed as constituting a pattern.

2. No new patterns to be made by any manufacturer during the war. Alterations of present patterns may be made where necessary to conform to the provisions of this schedule.

3. All metal cleats, metal corner blocks or irons, metal drawers, metal drawer guides, drawer locks, metal drawer slides, metal dust-proof bottoms, metal feet, metal pulls, metal rim fasteners, metal top and base locks, metal dowel pins, metal ferrules, metal parts on drop leg attachments, metal fancy and ornamental tacks and nails, metal ornamental trimmings and metal wheel casters to be eliminated. The use of wood and composition wheel casters is permitted on articles weighing 100 pounds or more.

4. Wood dowels to be substituted for metal screws wherever possible.

5. All colors of leather to be limited to black and one shade of brown or tan.

6. All colors of imitation leather to be limited to black and one shade of brown or tan.

7. All dust-proof bottoms to be eliminated except on bottom frame of sideboards, buffets, dressers, bureaux, chiffoniers and chifforettes.

8. All drawer linings to be eliminated.

9. The use of beveled mirrors to be discontinued.

10. The use of glass tops to be discontinued.

DINING ROOM FURNITURE

11. Sideboards and buffets to be made only in the following lengths: 40", 44", 48", 54", 60", 66", 72", 78", 84", 90".

12. The use of mirrors on sideboards and buffets in excess of 2 square feet to be discontinued.

13. China closets to be made only in the following widths: 30", 34", 38", 42", 46", 50".

14. The use of glass shelves and mirror backs in china closets to be discontinued.

15. Serving-tables to be made only in the following lengths: 34", 38", 42", 46", 50", 54".

16. Extension table tops to be made only in the following sizes, extreme measurement: 42", 48", 54", 60". It is understood that this does not mean extended lengths. Oval tables may be made 66" long extreme measurement when closed, width to be limited to 60" extreme measurement.

(NOTE:) For other table provisions see items 32 to 41 inclusive.

17. The manufacture of dining room arm chairs to be discontinued.

(NOTE:) For other chair provisions see items 28 to 30 inclusive.

BEDROOM FURNITURE

18. The use of mirror plate to be reduced at least 85%. It is understood that after selection of patterns according to the provisions of this program the amount of mirror plate to be used is not to exceed 75% of the amount used on the same number of patterns in 1917.

19. The use of mirrors on washstands to be discontinued.

20. Dressers and bureaux to be made only in the following sizes: 36", 40", 44", 48", 52", 54".

21. Vanity dressers to be made only in the following sizes: 40", 44", 48", 52".

22. Chiffoniers and chifforettes to be made only in the following sizes: 28", 32", 36", 40", 44", 48", 54".

23. Chifforobes and dresser-robes to be made only in the following sizes: 40", 44", 48".

24. Toilet-tables and writing-tables to be made only in the following sizes: 32", 36", 40", 44", 48", 54".

25. Wardrobes to be made only in the following sizes: 28", 32", 36", 40", 44", 48".

26. Beds to be limited in height to 60" extreme measurement. Beds to be made only in the following widths: 39", 48", 54". (Length of slats to determine width of bed.) All steel rails to be eliminated. Standard length of side rails is understood to be 6' 2".

27. The manufacture of toilet-table chairs to be discontinued.

CHAIRS.

28. The use of springs in all chairs used for dining room purposes to be discontinued. The use of springs in other types of chairs and rockers to be discontinued as far as possible.

29. The manufacture of dining room arm chairs to be discontinued.

30. The manufacture of toilet-table chairs to be discontinued.

UPHOLSTERED FURNITURE

31. Sofas, davenports and settees to be made only in the following lengths: 42", 48", 54", 60", 66", 72", 78", 84", 90". It is understood that these size limitations do not apply to genuine replicas or reproductions of antiques. Lengths to be based on measurements taken on frame between arm stumps.

EXTENSION TABLES

32. Round and square pillar tables to be made only in the following size pillars: 7", 8", 9", 10". Square pillar tables may be made in 6" pillar.

33. The manufacture of all octagon and shaped pillar tables to be discontinued.

34. Not more than 15 regular patterns of pillar or platform bases to be continued by each manufacturer, and all special patterns to be discontinued.

35. Each manufacturer to restrict his production of leg patterns in common five-leg tables to three sizes and not more than four styles.

36. Each manufacturer to eliminate all leg sizes above four inches in common leg tables.

37. Extension table tops to be made only in the following sizes, extreme measurement: 42", 48", 54", 60". It is understood that this does not mean extended lengths. Oval tables may be made 66" long extreme measurement when closed, width to be limited to 60" extreme measurement.

38. 42" oak tables to be made in plain oak only.

39. 48" oak tables may be made in plain or quartered oak.

40. 54" and 60" oak tables to be made in quartered oak only.

41. Each manufacturer to eliminate all plank or double tops in all plain oak patterns.

LIBRARY, PARLOR AND BEDROOM TABLES

42. Library and davenport tables to be made only in the following sizes: 36", 42", 45", 48", 54", 60", 66", 72".

43. Parlor and bedroom tables to be made only in the following sizes: 16", 20", 24", 30".

44. Gate-leg tables to be made only in the following sizes, extreme measurement: 30", 36", 42", 48", 54".

PACKING

45. Sideboards and buffets when packed for shipment to have no projection above the top and top backs to be packed in the same package.

46. China closets when packed for shipment to have no projection above the top and top backs to be packed in the same package.

47. Serving-tables when packed for shipment to have no projection above the top. Serving-tables without stretchers to have legs detached. Serving-tables with stretchers or shelves to be made with detachable ends. Legs, shelves and center stretchers to be packed flat and all parts packed in the same package. When the space under the top and between the legs is occupied by other pieces of furniture serving-tables may be shipped set up.

48. Dressers and bureaux when packed for shipment to have no projection above the top and where practicable toilets to be packed in the same package.

49. Vanity dressers to be packed with pedestal ends together and mirrors detached.

50. Chiffoniers and chifforettes when packed for shipment to have no projection above the top and where practicable toilets to be packed in the same package.

51. Chifforobes and dresser-robes when packed for shipment to have no projection above the top and where practicable toilets to be packed in the same package. Feet to be detached where possible.

52. Toilet-tables and writing-tables when packed for shipment to have no projection above the top. When made with four legs without stretchers, legs to be packed detached. When made with stretchers to be made with detachable ends and packed under body of case. Center stretchers to be packed flat. Triplicate mirror toilet-tables to be packed with rail under mirror detached; end mirrors to be packed flat against the center mirror. All to be packed in the same package. Where space under the top and between legs is occupied by other pieces of furniture they may be shipped set up.

53. Wardrobes to be made of K.D. construction and packed K.D. when shipped.

54. All chairs shipped in the white to be made and shipped K.D. All rocking chairs when packed in crates to be packed and shipped with runners detached.

55. When quantity of order permits, all chairs to be nested and shipped in pairs. When packed in crates all chairs to be nested in pairs and as many pairs packed together in same crate as practicable.

56. All over-stuffed davenport frames to be made and shipped with detachable legs and as far as possible with detached backs and ends.
57. All over-stuffed chair and rocker frames to be made and shipped with detachable legs and runners.
58. All couch, lounge and day-bed frames to be made and shipped K.D.
59. All semi-upholstered furniture frames including sofas, divans, chairs, and rockers to be made and shipped K.D. wherever practicable.
60. All over-stuffed davenports to be made and packed with detachable legs where practicable, and as far as possible with detachable backs and ends.
61. All over-stuffed chairs and rocking chairs to be made and packed with detachable legs where practicable. Rocking chairs to be packed and shipped with runners detached.
62. All semi-upholstered furniture including sofas, divans, chairs and rockers to be made either partial or completely K.D. wherever practicable.
63. All couches, lounges and day-beds to be made and shipped K.D.
64. All extension tables without stretchers to be shipped with legs detached, and where possible the legs to be packed in the space between the rims. Extension tables with stretchers to be packed with tops detached; legs to be nested. All pedestal tables to be K.D., base, top and pedestal to be detached. Wherever practicable feet to be detached from pedestal and all parts to be shipped in the same crate.
65. Library, davenport, parlor and bedroom tables with four or more legs without stretchers to be packed for shipment with legs detached. Tables with four legs with stretchers to be packed with legs and stretchers detached. Tables with solid ends with or without stretchers or shelf to be packed ends and stretchers detached. Tables with one or more pedestals to be packed with top and pedestals detached. When space under top and between legs is occupied by other pieces of furniture tables may be shipped set up. All parts to be packed in the same package.
66. Gate-leg tables to be shipped set up with leaves folded against legs, and as many as possible packed together in one crate.
67. Finished surfaces of articles when crated to be protected by strips not less than $\frac{1}{2}$ x3 inches in hardwood or $\frac{3}{4}$ x3 inches or 1x2 inches in softwood, not more than 6 inches apart, except that articles having flat tops may have the tops completely covered by lumber not less than $\frac{1}{2}$ inch thick if hardwood or $\frac{3}{4}$ inch thick if softwood. It is understood that 4/4 stock resawed once is permitted where $\frac{1}{2}$ inch is specified.
68. Unfinished surfaces of articles when crated to be protected by wooden strips not less than $\frac{1}{2}$ inch thick covering not less than 20% of such surface.
69. Maximum space allowance between the finished surface or projection on the ends and backs and the inside of the crate in packing all articles of furniture to be not more than 1 inch.
70. Maximum space allowance between the finished surface on the top and finished surface or projection on the fronts and the inside of the crates to be not more than 2 inches. Where tops are completely covered maximum space allowance to be not more than 1 inch.
71. It is understood that where the crate is properly constructed and braced by the use of blocks or excelsior pads a maximum allowance of $\frac{1}{2}$ inch is sufficient to protect most articles of furniture.
72. Articles having delicate legs to be hung in the crate so that legs will clear the bottom of the crate by $\frac{1}{2}$ inch only. It is understood that articles of an unusually delicate nature, such as finely carved high backed chairs, settees, etc., may be packed with maximum allowance between finished surface or projection and inside of crate of not more than 2 inches.
73. All chairs, stools, tables and other articles of like nature to be nested and packed in pairs where the quantity of order permits.
74. Sufficient strength and thickness of lumber to be used and sufficient care to be exercised in making crates to insure the safe arrival of all furniture at destination. All articles to be so fastened and braced in the crates as to prevent shifting or chafing. All finished surfaces to be protected at points of contact with crates by excelsior pads or other like materials.
75. The use of burlap for packing furniture to be discontinued wherever possible.
76. All packing to comply with Standard Railroad Classification requirements.
77. All furniture manufactured after January 1, 1919, to conform to the provisions of this schedule. It is understood that goods in production in quantity may be completed and shipped as sold. When part of a suite of furniture is in process of manufacture or in stock in quantity, balance of suite may be manufactured to complete same and shipped as sold. All goods on hand or in process not conforming to this schedule may be shipped when sold. It is further understood that mirrors, metal drawer pulls and other items of supplies eliminated by this program may be used until January 1, 1919.
78. While part of this schedule is not effective until January 1, 1919, it is understood, of course, that as rapidly as possible all manufacturers will put its provisions into effect.
79. Each manufacturer is requested to file with the Vehicle, Implement & Wood Products Section of the War Industries Board not later than November 10, 1918, a statement showing the number of active patterns as of July 1, 1917, and the volume of business for the year ending December 31, 1917. A blank for your convenience is attached.

The War Trade Board has, by a new ruling, extended the restric-

tion upon the importation of wood to include all woods, except those imported from Mexico or Canada by other than ocean transportation, and from Europe or Mediterranean Africa under the back-haul privilege. All outstanding licenses for the importation of wood, except cedar, as specified in or classified under paragraph 647 of the Tariff Act of 1913, have been revoked as to ocean shipment made after October 25, 1918; and hereafter no licenses will be issued for the importation of such woods, except cedar, and except to cover the following:

1. Shipments from Mexico or Canada by other than ocean transportation, when such commodities originate in such countries.
2. Shipments from Europe or Mediterranean Africa when coming as return cargo from convenient ports where loading can be done without delay.

Rulings by the Priorities Board

The priorities board at Washington issued Circular No. 54 on Oct. 25, to lumber manufacturers providing, among other things, first, that each manufacturer shall limit his production of lumber to current demands.

No manufacturer will sell lumber except for essential uses which are defined to mean for supplying the requirements of the government.

Each manufacturer will sign a pledge in writing to the above effect and will require such pledge from his customer.

No manufacturer will sell lumber to any such customer until the pledge above mentioned has been filed with him.

Each manufacturer will fill out the application on P. L. Form No. 1 and when approved, together with pledge referred to, shall entitle him to class C rating for the purpose of obtaining necessary equipment, supplies, and material for the operation of his plant. Any manufacturer failing to file said application and pledge within thirty days will relinquish his right to the benefit of preferential treatment and class C rating.

Liberty Loan Payments

From many quarters comes advice and suggestions as to meeting deferred payments on liberty loans. This advice comes from government sources as well as from associations and organizations which have a patriotic interest in seeing the government succeed in its great undertakings. A formula for action, to be followed in providing for deferred payments, has been made up and is being widely published:

Set aside out of your pay the money needed to meet Liberty bond installments under your plan of payment. Put that money in a bank.

Do not lapse on your Liberty bond subscription for any reason whatever, short of some absolute disaster.

Do not sell your Liberty bonds unless compelled by dire necessity to raise money; and then try to borrow on the bonds instead of selling them.

Do not let anybody induce you to trade in your Liberty bonds for merchandise.

Proceed with the determination to go through with what you have courageously undertaken.

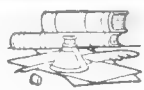
Contract was recently awarded to the Canton Lumber Company, Baltimore, for building the hulls of launches for the United States Coast Survey.

The Liberian government has inquired of Washington officials as to prospects for Liberian woods in American industries. It has been told that the government takes only African mahogany from Liberia, but that there might be an opening for fancy woods where special samples of woods are submitted.

It being impossible to classify or rate the box industry as a whole for priorities purposes makers have been advised to apply individually for place on the government preference list.

Deferred classification for artificial limb manufacturers has been asked by the surgeon-general.

The fiber box people have secured a recent enactment of the treasury department, permitting the use of paper in fiber containers for the packing of oleomargarine.



Largest Order for Lignum Vitae



The United States Navy Department is at present the largest user of lignum vitae wood, which is the best material known for the bearings of the propeller shafts in steamships. The various navy yards make the stern bearing parts for practically all the battleships now being built, and for this purpose the Navy Department advertised some time ago for bids to supply 427,000 pounds of lignum vitae logs ranging in size from 3 inches up to 24 inches in diameter. A large percentage of the logs were specified to be from 18 to 24 inches in diameter at the small ends, and such logs are now very difficult to get out of the forests at source of origin. The dealers of genuine lignum vitae, however, strained every effort to procure the wood so as to be able to bid on a part or all of the wood required by our Navy. A few of the importers in New York advanced large sums of money to producers in the tropics to bring stocks to ports of shipment in Cuba and Haiti in order to insure prompt shipment and to fill the order at once upon the receipt of the contract.

After considerable delay in making the awards the regular dealers of genuine lignum vitae in New York and elsewhere learned to their surprise that over 300,000 pounds covered by the schedule had been awarded to officials of the Panama Railroad, Canal Zone, who, it seems, agreed to supply the desired wood from the forests near Colon in the Republic of Panama. The wood which these officials have agreed to cut and deliver along steamer at Cristobal for a relatively low price is locally known as guayacan (pronounced as if spelled wi a can), which is the Spanish name for lignum vitae, whose Latin generic name—*Guaiacum*—is derived from the common name. Unfortunately, however, not all woods called guayacan belong to or are even related to *Guaiacum* or true lignum vitae, and here is a case in which the common name proved to be misleading to the officials of the Panama Railroad, who have no knowledge of the true lignum vitae, but have pledged themselves to supply the government with the genuine article to be cut in forests where true lignum vitae is not known to occur in commercial quantities and sizes.

The Panama wood called guayacan is the yellow or Panama guayacan (*Tabebuia guayacan*) which is a member of the *Bignoniaceae*, a group of plants entirely unrelated to the lignum vitae family (*Zygophyllaceae*). The structure of the yellow guayacan has no resemblance to that of true lignum vitae and the most inexpert can not mistake one for the other. The yellow guayacan is closely related botanically to the well-known Surinam greenheart, which is sometimes mistaken for the true greenheart of commerce and which marine engineers are so careful to avoid for use in water, where it is far inferior to greenheart. The same may be said of yellow guayacan, for it does not last under water nor stand great wear and tear. It is a good wood above ground for structural purposes, such as for joists and beams in large buildings, where its great weight is no objection, but in contact with water it is prone to swell up, which is a very serious defect when the wood is to be used for bearings, as in the case above cited.

Yellow guayacan has never been used anywhere for bearings, and the slightest knowledge of the structure of the wood is required to convince any one that it is not suitable for any part of a vessel coming in contact with water and subjected at the same time to great wear and tear, as in the case of bushing blocks. There are now large stocks of the true lignum vitae in the market here, and still large quantities are ready and awaiting shipment at the various ports in Cuba and Haiti, and it is to be regretted that the spurious wood will be permitted to come forward and to occupy space on steamers, which is in such great demand for valuable wood and other materials so much in request in this market.

The spurious or yellow guayacan grows also in Mexico, and a lot of over 200 tons has just arrived in New York from Vera Cruz. The importer entertained hopes of selling the stocks to the French government through the French Navy Mission in New York, but the wood has been turned down by all buyers of lignum vitae, and it is believed that after the inspectors of the various navy yards come to examine the wood contracted for by the Bureau of Supplies and Accounts, Washington, they will reject the entire quantity.



Wooden Wheel's Place in History



The wheels of the motor trucks which carry munitions to the battle line in France do not differ greatly from the wheels of the Hittite chariots three thousand years ago. Both were of wood and of approximately the same size. The modern truck wheel has a rubber tire; that of the ancient chariot was filled with a strong rim of wood. Its form and appearance are shown in rock carvings in Syria, and the similarity to the modern wooden auto wheel is striking. Three thousand years have brought some improvements, but the fundamentals are the same.

The wooden wheel appears to have been in continuous use since the dawn of civilization. Nobody knows when or where the beginning was. Some of the most ancient peoples had wheeled vehicles, nearly all of which appear to have been two wheeled carts which were usually called chariots. One that is more than 3,200 years old has actually come down to the present, and there are many descriptions and pictures of others.

The point is not so much that the wooden wheel was used so long ago, but that it is in greater use today than ever before. One hundred million feet of wood will be required this year by wheel makers in the United States. The wheels will be of every kind and class, from the lightest sulky to the most enormous cannon carriage. Some will equip horse vehicles, others will carry motor trucks and automobiles. Many woods are employed, selected from the choice material of the forest.

A large proportion of these wheels belong to war work, 20,000,000 feet being for cannon wheels alone. Doubtless an equal quantity will go into motor truck wheels intended for war service. It has been stated that the normal daily capacity of factories producing vehicles is 46,000 auto wheels. Of these about 40,000 are for passenger cars and the others for trucks.

The wooden wheel is dependable. Of course, the wheels break sometimes, and so does every other machine that is in use; but wood has stood the strain so well during thousands of years that it is now depended upon for wheels in larger numbers than ever before, and for the heaviest work.

The Routing of Shipments


Where there are two or more different routes over which a shipment of lumber may be carried from its point of origin to its destination, with different freight rates applying, the shipper should specify the route desired. Otherwise, he may find himself legally remediless on the initial carrier sending the shipment over its roundabout lines, instead of delivering to a connecting carrier for a more direct haul at a lower rate.

The court holds that in such case the shipper is not entitled to recover on the theory of an overcharge, but decides that there could be a recovery of damages, if any, sustained through what the court finds to have been a misrouting on the part of the defendant.

Letter from a Panel User

The Far-Sighted Panel Maker Will Provide Now for His Future Labor

By ALEXANDER T. DEINZER

F ALL THAT WE READ BE TRUE it is likely that peace will be established before long. One of the big problems of the veneer and panel manufacturer is that of labor, while somehow he gets out his goods. Nevertheless, every manufacturer in these lines will admit that the labor shortage has been the most vital problem with which he has had to contend.

Many of you are wondering whether the same good fellows who enlisted or were drafted will return to your various factories. This may be true in a measure, at the same time it would be folly to anticipate the return of all our veneer experts. Many of our boys are going to remain on the other side for there will be wonderful opportunities in construction work. Again, men returning may take positions in other lines or at the factories of our competitors. Therefore, we must not entertain this cocksure notion but while ready with open arms to welcome those who intend to take up their former work, we should develop experts out of the material we now have at our factories.

How should the novice be trained and what course of training should be established? If we will but direct our attention to how Uncle Sam solved just such problems, we will receive many valuable suggestions. America has fully realized that in order to make her wonderful contribution in war production she must fit and train men for the new peculiar tasks. So it is with manufacturers.

Every apprentice, be he young, middle aged or old, must learn to know woods, their structure, grain, color, hardness, flexibility and many other important properties. Of course the average veneer workman is not interested in the botany of the tree or wood nor with its cultivation as a crop by the forester. Our concern is with woods used in the manufacture of panels and veneered goods. If we are doing very high grade work we no doubt employ foreign woods such as rosewood, satinwood, cocobola, ebony, etc. If our line is confined to medium and cheap work our principal woods will no doubt be oak, birch, mahogany, walnut, etc.

It is surprising that veneer and lumbermen generally do not do a little research work in their offices, time permitting. A microscopic study of woods would be really helpful. It is now generally recognized that much more trustworthy evidence as to identity can be obtained by a microscopic examination than from rule of thumb methods so commonly used by nearly all veneer and lumbermen. It will certainly be appreciated by you veneer men how valuable such an instrument would be in determining veneer qualities, detecting veneer ruptures, etc. If the boss does not interest himself along this line, how can he expect the employee to do so?

The next material in which we are vitally interested is

glue. Admitting that the art of veneering, and consequently the use of glue, was known to the early Egyptians, nevertheless, if the craftsmen of those days were to return to us and visit our modern veneer rooms and observe the wonderfully improved glue that is being used today, what assistance could they offer in solving our many perplexing problems? We must study the physical properties of glues. We must know how glue should be handled and how to properly test it to determine glue quality. Very fortunately though we have learned more about glues within the past fifty years than did our forefathers dating way back to the Egyptians' period of 3300 years ago.

Perhaps one of the most annoying problems we have in the veneer room is loose veneer. Sometimes it is loose in crossbanding and sometimes it is the face veneer and sometimes it is both. We know that the chief causes for this evil are overheated cauls; old, wornout cauls; poor or thin glue; overheavy glue; wet veneer or core stock. A little research work along this line would do no harm and will convince the novice or apprentice of the importance of having the stock just right before he can proceed with the work and expect satisfactory results.

Unless the apprentice has artistic taste this should, if possible, be developed. It is necessary to use the right kind of materials and understand the laying of veneers but another important factor is matching. Some men can match veneers very nicely and get splendid effects, wasting very little veneer. Others may spend considerably more time and material to properly match the pieces. It requires a good deal of study and practice to do this work expeditiously, save material and produce a finished article that is perfect in every respect. If we will visit some of the furniture stores and carefully observe the matching of veneers we will be able to do helpful criticising along this line. Indeed, many a dealer has been compelled to sacrifice on the price of the furniture for no other reason than that the veneer was improperly matched by some careless workman. We cannot afford to take chances and it seems, success considered, that we cannot spend too much time teaching this art to workmen. We must get over the notion that the final place for veneer troubles is in the finishing room. The finisher cannot correct your spoiled work. Co-operation is necessary in every department. If you will deliver the right kind of goods to the finisher he will very likely do the rest and the result will be the sale of an article or articles that will remain sold, establish confidence and at all times please the purchaser.

Most cloth has a "right" and a "wrong" side, and some people look for a similar condition in sheets of veneer. Both sides are right, but sometimes, for local or particular reasons, one side presents a better appearance than the other.



Letters from a Panel Boss—

Hen Talks About Glue Joints on Face Veneer

Friend Jim.

Nov. 25, 1917.

I'll answer your letter tonight so you won't have to wait too long. You know I'm leaving Nov. 27 for the wedding. I'm much obliged for the invite to visit you folks and I guess we will be there about Dec. 6 or 7 and probably spend Sunday in my old town. Sue and me will be married Nov. 28 and she wants to spend the rest of the week with her folks. Then on Monday we will go to Chicago and buy some furniture and have it sent here so it will be here when we come home. Gee, that sounds funny to think of me coming to my own home.

You say a veneer drummer saw you making glue joints on the edges of your face veneers and told you it was not necessary, because if the face veneers were taped right and laid right the veneers would not open at the joints after the panel was made. He said that after the veneers were laid and the regular panel gluing done right the veneer glue was sure to hold the joints together. Then you told the old man and he told you to never mind what the veneer salesman said, but to keep on glue jointing the face veneers. You want to know what I do. Well it don't make no difference what I do, Jim, the old man pays you to do what he wants, and you better do it so long as it don't do any harm.

There can be a lot of argument about the business of glue jointing face veneers, and the whole thing gets down to the old matter of using material that is dried right. If face veneers come to the glue room in the right condition, without too much moisture, the chances are that they can be laid without danger of joints opening, no matter whether they are glued or not. But if the veneers used are not dry it is a sure thing that after the panel is made something will happen. If the material shrinks even a little, the joint is apt to open unless it happens to be glued so that it is stronger than the texture of the wood, in which case the face veneer will crack at some other point on the surface.

I used to make glue joints on face veneer, but cut that work out a few months ago, and don't have any trouble. When I made them I done the same as I suppose you are doing now. I used a high grade joint glue, such as would cost about 42 cents a pound now. I made a mix of about three pounds of water to one pound of glue. This made a strong glue and a thin glue that would not show in the joint. This mix I found was all right for any kind of wood, and I never had no trouble with joints opening, though I sometimes had checks in the veneer if we accidentally got in a veneer that was not good and dry.

There is a lot of bum work done in making joints on face veneers. I have seen fellers use the same thick glue

they use on the other work. It was so thick and heavy that it held the joints apart and made a line the whole length of the veneer. But as I say, I cut out that work, because I had heard that it isn't being done so much these days. I guess it was more necessary when they spread glue on the core with a brush and it took longer to get panels under pressure than it does now we have machines and hydraulic presses and can get the stuff in the press quick. Still, if the old man wants you to keep on doing it he's the boss.

You say that you have to have some new cauls and want to know whether I would make them or buy them. Well, Jim, you know I'm a crank when it comes to cauls, and you know that I always made my own cauls out of selected maple, and that they were always made about an inch thick and were five ply. You say you forget how I used to finish them off. I kept them in the retaining irons until they were dry. Then I had them run through the planer and the sander, and I tried to be blame sure both these machines were in good shape to make a good level surface on both sides. Then I heated the cauls and got some paraffine oil to boiling. I dipped a cloth in the oil and rubbed it over the hot caul in such a way that the caul would get a little oil at a time to soak up, and I gave the caul all it would take. I did not use linseed oil because it does not make such a moisture resisting surface on the cauls after they become thoroughly dry and hard. That kind of a caul never warps and will last a lifetime if treated right. If you keep that kind clean and give it a rubbing once in a while with paraffine wax you can use it on the most delicate veneers and not be afraid.

Sometimes I think I may be too fussy about cauls. We have about a dozen here that are made of zinc, and we have a few made of aluminum. These metal cauls are only about an eighth of an inch thick, and they hold their shape and will of course stand rough use. They are as heavy as my thick wood cauls, but because they are not so thick the men can get more panels in a press when they use these cauls. The boss got them to try, and he will likely get some more when he has to, but not before, on account of the price of them being pretty high now.

There is a caul made of something they call fiber which is not too bad. We have ten of them here. They are light and have a smooth surface and seem to work all right, except that sometimes the glue comes through the veneer and sticks to the caul. But this don't happen if the men take care of them right. These cauls are about

(Continued on page 31)

PLYWOOD

For Makers of

FURNITURE
CABINETS, CHAIRS
TABLES, DESKS
TRUNKS
MOTOR TRUCKS
FILING CABINETS
INTERIOR TRIM AND FIXTURES

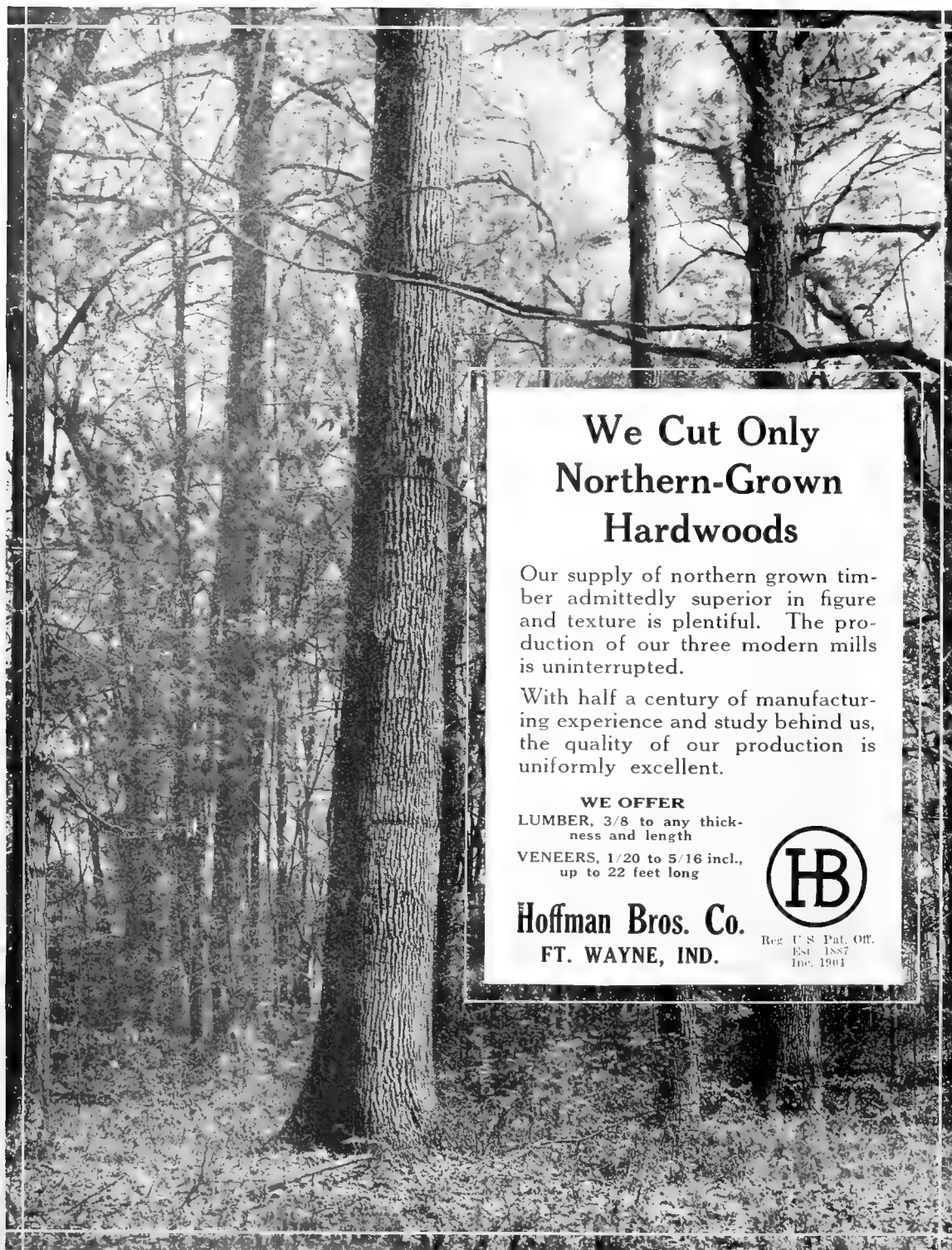
Made of

QUARTERED OAK
MAHOGANY
BLACK WALNUT
QUARTERED GUM
PLAIN RED GUM
PLAIN OAK
ASH
BIRCH
ELM
BASSWOOD AND MAPLE

FLAT OR BENT WORK Machined or in Panels
With or Without Part Cabinet Work Finished or in the White

SEND US YOUR SPECIFICATIONS

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NEW LONDON, WISCONSIN




**We Cut Only
Northern-Grown
Hardwoods**

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER
LUMBER, 3/8 to any thickness and length
VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.


Reg. U.S. Pat. Off.
EST. 1887
Inc. 1904



GOVERNMENT CONTRACTORS

NEEDING

ROTARY CUT POPLAR and GUM VENEER

WRITE US

Our Rotary Veneer Factory is now operating and we are prepared to furnish you Rotary Veneer for quick shipment.

This Factory was constructed mainly for furnishing Veneer to the Government or to those having Government contracts. For this reason such orders will be given preference.

Veneer under $\frac{1}{8}$ " in thickness is dried in our textile dryer. $\frac{1}{8}$ " and thicker is dried in our vacuum tunnel dryer. All veneer comes out flat and dry. Can cut lengths up to 98". Nothing but Clear logs are put into our lathe, which gives you high grade Veneer.

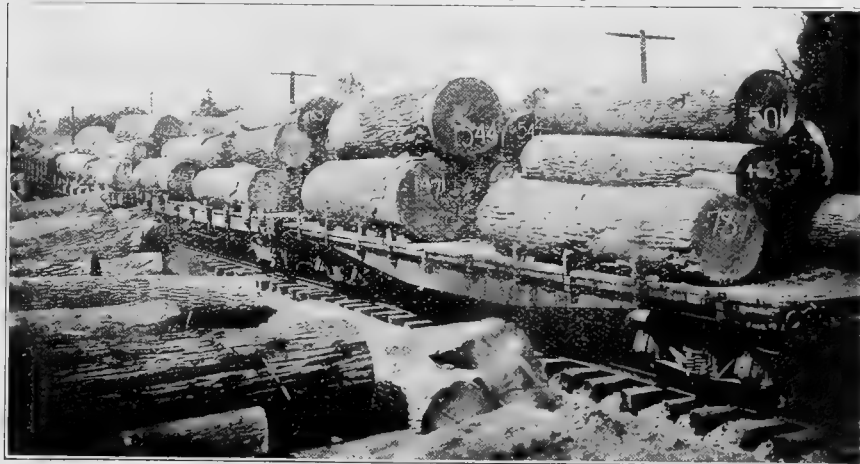
To those who do not require Veneer in carload lots, we offer a strong inducement for your business by furnishing mixed cars of Rotary Cut Veneer, Sawed and Sliced Quartered White Oak, Figured Red Gum, and Hardwood Lumber all from our own mill. Carload shipments mean quicker deliveries, eliminate damaged goods, save L/C/L freight, and get closer prices.

Those who use our products know that "N. B." is a significant expression, and that its meaning, "None Better," has been established thru years of earnest desire and endeavor to make our products and our service fully satisfy—which is the basis of real salesmanship.

Correspondence Invited

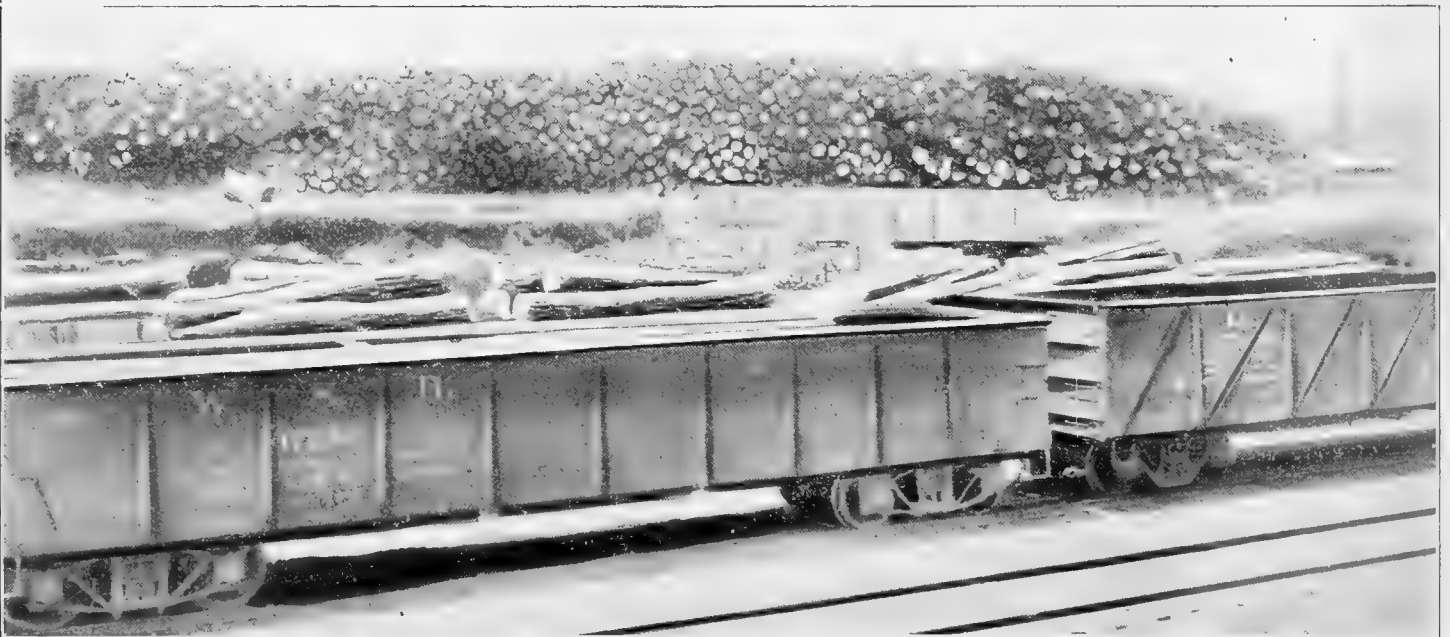
NICKEY BROTHERS, INC.
MEMPHIS, TENNESSEE

A Fair Sample of Our Poplar Logs



WE NEED WALNUT LOGS *for* GOVERNMENT PURPOSES

You will be assisting our
Government by advising us of any
Walnut logs or timber you know of



Pickrel Walnut Co.

St. Louis, Missouri

WALNUT LUMBER, DIMENSION STOCK AND VENEERS

(Continued from page 26)

the same thickness as the metal ones, so don't take up much room, and they are very tough so they don't get dented easy. The worst thing about them is the way they warp if we are not careful to keep them flat when not in use. These cauls are cheaper than the metal ones by a big lot.

I never saw any paper cauls, but a drummer was telling me they are used a lot. He said they are thin like the fiber ones, but hold their shape a little better. Only he said they have to be treated carefully or they stick to the panels and tear the veneers loose.

Just the same I rather have the good five ply maple caul, even if it is a little bulky and helps fill up the press quicker. I like to see the press filled up quick so the pressure can be put on, and if the cauls help that part, so much the better.

Well, Jim, we'll have a good gab fest when I see you. My regards to Min. I bet she and Sue hits off good together.

Your friend,
HENRY FLASCH.

Regarding Veneer Thicknesses

Examination of a government report on the veneer industry in which there is a classification by thicknesses, shows that thirty-five different thicknesses were named between 5-16 inch and 1-40 inch, with three more thinner than that, making thirty-eight in all. This investigation was made following an order cutting furniture patterns down 50 per cent and forbidding the introduction of new patterns during the war period. The object was to get at some idea of the possibilities for cutting out unnecessary thicknesses of veneer. The cutting down of furniture variety helps some toward standardizing and simplifying the veneer and panel industry, but there is a much bigger chance for improvement right in the veneer industry itself.

The veneer industry could easily cut out half the prevailing thicknesses and then have more left than there is really justification for. If you are skeptical on this point just take a look at some of the many thicknesses found listed. Here they are: 5-16, 13-42, 9-32, 1-4, 7-32, 1-5, 3-16, 5-32, 2-13, 1-7, 1-8, 1-9, 1-10, 3-32, 1-11, 1-12, 1-14, 1-15, 1-16, 1-17, 1-18, 1-20, 1-21, 1-22, 1-24, 1-26, 1-27, 1-28, 1-30, 1-32, 1-33, 1-34, 1-36, 1-40, 1-50, 1-100, 1-110. A few have been left out, but this will give an idea of the many thicknesses within a narrow range and the usefulness of many of them.

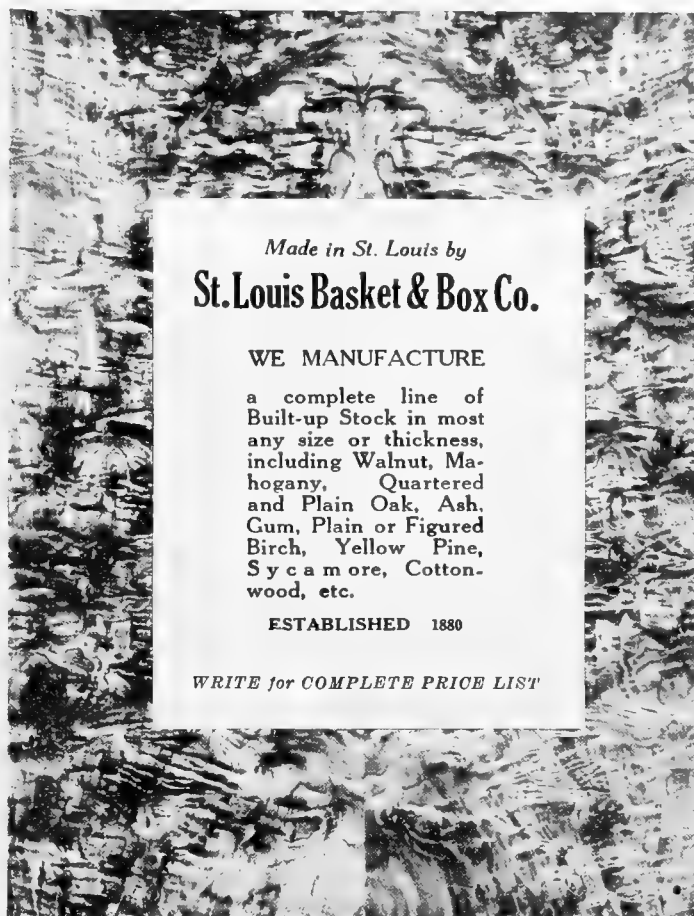
Every veneer machine is provided with gear changes for the range of thicknesses the owner thinks he may need, and some have had special gears made to scant this thickness or that one a little. It would be a wonderful thing for the industry if half or more of these gears for thickness changes at the rotary were sent in as junk to help cut down the shortage in metal. It would mean less confusion, greater efficiency, lower cost and a better utilization of timber to cut out half the present thicknesses. And it is something the trade should do voluntarily for the good of the business as well as for the good of the country. Other lines of the wood-working industry have found more satisfaction and profit from junking about half the patterns heretofore made and the veneer industry can do the same thing.

For some time there has been a noticeable tendency among the leaders in the industry to concentrate upon a few thicknesses as a sort of standard and let the others pass. They have had the right idea, but it hasn't been pushed far enough nor hard enough. The time is here now for the entire industry to make vigorous use

VENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.



Made in St. Louis by

St. Louis Basket & Box Co.**WE MANUFACTURE**

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

of the pruning knife and to cut out anywhere from 50 to 75 per cent of the listed thicknesses in veneer. Let us standardize a few thicknesses and eliminate a whole lot.

Veneer Association to Meet

December 10 and 11 have been set as the date for the next meeting of the National Veneer and Panel Manufacturers' Association. The convention will be held in the Auditorium Hotel, Chicago, and it is confidently expected that it will prove to be one of the most interesting occasions in the history of the association. The program has not yet been announced. The nature of the program will depend to a considerable extent upon what progress shall be made in the immediate future in bringing the war to a close. Veneer is a war essential. Panels for airplanes are being produced in large numbers, and if that output is to decline, it may be expected that a corresponding increase will take place in the production of panels for commercial work. Provision will be made on the program for discussion and consideration of that feature of the situation. The membership of the association has shown a material increase since the previous meeting in June.

Veneer manufacturers cut more red gum than any other wood for two reasons. First, the stock is handsome and serviceable, and second, the timber is abundant and the trees are symmetrical and logs can be reduced to veneer with a minimum of waste.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

*Spanish
Cedar*
*Mexican
Mahogany*
*African
Mahogany*

} lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

KANE VEGETABLE VENEER GLUE

Quality—None Better

We guarantee the user that our
glue does not infringe any patents
and particularly the patents
recently construed by the Court
of Appeals of the Seventh Circuit,
or the Decree of the U. S. District
Court, signed August 5, 1918.

MANUFACTURED AND SOLD EXCLUSIVELY BY
KANE MANUFACTURING CO.
28 East Jackson Boulevard
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The Dean - Spicker Co.

Manufacturers of

VENEERS

**Oak—Mahogany—Walnut
AND
LUMBER**

**22nd St. and So. Crawford Ave.
CHICAGO**

Clubs and Associations

Open Competition Plan

Members of the Open Competition Plan have been called to a meeting at Sinton Hotel, Cincinnati, 10 o'clock a. m., Nov. 13. The call was issued by authority of E. O. Robinson, president of the Hardwood Manufacturers' Association. Among the things on the program is a discussion of the uniform cost system.

Wholesalers' Executive Committee Meets

The executive committee of the National Wholesale Lumber Dealers' Association was held in New York Oct. 24. The organization was reported in a prosperous condition with a membership of 434, the largest in its history, and the bureau of information is now larger than it ever was before. A committee was appointed to attend a convention of the National Federation to be held in November.

National Association Directors to Meet

The directors of the National Lumber Manufacturers' Association will meet in Chicago Dec. 16 to transact important business. The chief purpose is to provide additional revenue to enable the association to carry on important work. It is proposed that on Jan. 1, 1919, a new contract be made with affiliated regional associations by which the assessments for each shall be as follows:

For the first three months, beginning Jan. 1, 1919, $\frac{3}{4}$ c per M feet.
For the second three months, beginning April 1, 1919, 1c per M feet.
For the third three months, beginning July 1, 1919, $1\frac{1}{2}$ c per M feet.
For the fourth three months, beginning Oct. 1, 1919, $1\frac{1}{2}$ c per M feet, and continuously thereafter at the rate of $1\frac{1}{2}$ c per M feet produced, or shipped, until the rate of assessment shall have been changed by mutual consent.

Conference of War Service Committee

The Chamber of Commerce of the United States has announced preliminary plans for a conference of war emergency and reconstruction committees at Atlantic City, December 4, 5, and 6. Reconstruction will be given a prominent place on the program, as it is recognized this subject must be taken up by business men to the end that there may be placed at the command of the government all available sources of information. The work of reconstruction suggests the creation of a federation of all war service committees that whatever study and planning is carried on may be on behalf of all business. War industries and non-war industries are concerned equally in the determination of reconstruction problems. All European countries already are under way with reconstruction plans.

Land Owners Fail to Co-operate in Land Survey

Owners of cut-over and other lands in the valley territory are responding very slowly to the questionnaires recently sent to them by F. E. Stonebraker, secretary of the Southern Alluvial Land Association, at the request of D. W. Ross, engineer reclamation service, department of the Interior, Washington, and, unless they show much greater interest, it is anticipated that the government, in seeking lands to be purchased for the use of returned soldiers and sailors after the war, will pay little attention to this part of the country.

According to Mr. Stonebraker, less than one-third of the 1350 men to whom questionnaires were sent have filled them out and returned them. He further states that the land covered by those returned does not amount to 400,000 acres and lies in widely scattered sections.

The association went on record as favoring purchase by the government of these lands at its semi-annual in July, and keen disappointment is expressed over the failure of its own members, as well as other large land-owners, to make more prompt and more encouraging response.

Buys Fine Timber

The Memphis Band Mill Company, Memphis, has purchased between 250 and 300 acres of hardwood timber land just outside the city limits, containing 500,000 to 750,000 feet of gum, poplar, red oak, white oak and cottonwood, which will be delivered by truck to its plant in New South Memphis. The property was bought from the South Memphis Land Company. The purchase price is not known.

Planning for Big Louisville Meeting

The special meeting of the American Hardwood Manufacturers' Association, Memphis, for which provision was made in the recent tentative agreement between members of the executive committees of this organization and the Hardwood Manufacturers' Association, Cincinnati, will be held at the Seelbach Hotel, Louisville, December 17-18, according to announcement made by President R. L. Jurden of the American association.

Although this is called as a special meeting, it will also serve as the annual of the American Hardwood Manufacturers' Association. Officers will be elected, committees will be announced, reports will be heard and other such business as usually comes before annuals will be transacted at that time.

It is also anticipated that the attitude of the association toward inspection will be settled at that time and that other questions of policy will be determined by the organization in its larger form.

Members of the Hardwood Manufacturers' Association of the United States will, it is anticipated, become affiliated with the American Hardwood Manufacturers' Association before this meeting and President Jurden

says that, in his opinion, the attendance of hardwood lumber manufacturers will probably be the largest in the history of the hardwood lumber industry.

This meeting is expected to be epochal and hardwood lumber manufacturers in this part of the hardwood producing territory are looking forward to it with interest and with confidence in what it will accomplish in behalf of the industry.

Memphis Wants Adequate Barge Terminals

The Lumbermen's Club of Memphis, at its regular semi-monthly meeting at the Hotel Gayoso, Saturday afternoon, November 2, the first for some time because of the influenza epidemic, decided upon the continuance of its river and rail terminals committee and instructed the chairman of that committee, F. E. Stonebraker, to invite the co-operation of the Memphis Cotton Exchange, Memphis Merchants' Exchange and other business organizations, whose members handle freight in carload lots, in securing river terminals capable of handling carload freight.

The club listened to the report of this committee and to an address by B. L. Mallory, chairman of the central committee having in charge the question of location of the terminals. Much disappointment was felt over the purchase of the property belonging to the Memphis River & Rail Storage Company at the foot of Georgia avenue, because of its location and because of the very small facilities there for loading and unloading freight to and from the government river barge line. Indeed, it was disappointment over this question that caused the lumbermen to decide upon an attempt to induce the city commission to buy an additional terminal site and to install facilities for handling freight in carload lots, leaving the present terminals for handling package freight.

Lumber interests are anxious to see river traffic built up and to see logs, lumber and forest products handled to and from Memphis on the government barge line, but they are confident that there will be no such development if the present terminals are the only ones available.

S. B. Anderson, head of the Anderson-Tully Company, called attention to the forthcoming united war work campaign. He declared that the lumbermen had never fallen down in this kind of work, and that it would never do for them to lag behind at this stage of the game. Mr. Anderson will head the team soliciting contributions from the lumbermen and is confident that results will be highly gratifying.

Resolutions of respect to the memory of the late Everett True Bennett, charter member of the club and its first president, were adopted by unanimous vote and ordered spread upon the minutes of the meeting. High tribute was paid to the splendid character and unswerving loyalty of the deceased.

The attendance was unusually large. J. F. McSweyn presided. The usual luncheon was served.

Meeting to Organize Export Department

There will be a meeting at Memphis on Tuesday, November 19, of the executive and advisory committees, recently appointed by James E. Stark, president of the Southern Hardwood Traffic Association, to work out definite plans for the establishment of an export department to handle all phases of foreign and coastwise movements of hardwood lumber and forest products from southern and eastern producing territory.

The meeting was called by George C. Ehemann, chairman of the executive committee. It is anticipated that all members of both committees will be present and that, when they have completed their deliberations on that date, there will be a pretty clear and pretty definite idea of the scope of the operations of this department and of the manner in which it proposes to perform its functions.

The other two members of the executive committee besides George C. Ehemann are: Walker L. Wellford, president of the Chickasaw Cooperaage Company, Memphis, and S. N. Nickey, head of the Green River Lumber Company, this city.

Members of the advisory committee are: John W. McClure, Bellgrade Lumber Company; F. B. Robertson, Ferguson-Palmer Company, Inc.; W. A. Ransom, Gayoso Lumber Company; W. H. Russe, Russe & Burgess, Inc.; F. Grismore, Grismore-Hyman Company, and R. L. Jurden, Penrod, Jurden & McCowen, Inc., all of Memphis; Ferd Brenner, Ferd Brenner Lumber Company, Alexandria, La.; T. M. Brown, Louisville, Ky.; Frank F. Fee, Fee-Crayton Lumber Company, Dermott, Ark.; George Land, Lamb-Fish Lumber Company, Charleston, Miss.; C. F. Korn, Korn-Conkling Lumber Company, Cincinnati, O., and E. B. Norman, Louisville, Ky.

Walker L. Wellford of the executive committee and Mr. Grismore of the advisory committee are representatives, respectively, of tight and slack cooperaage interests in this movement. The former is president and the latter vice-president of United Cooperaage Industries.

The other gentlemen have been chosen with particular reference to the sections in which they operate so that they shall be able to give the association the benefit of knowledge on conditions in their own respective areas. The entire southern and eastern hardwood producing regions are covered by representation.

Lumber interests here believe the war will soon be over, and that there will be not only a large demand for hardwood lumber, but facilities for shipping it. They are therefore anxious to have the department in working order before the war ends.

J. H. Towushend, secretary-manager of the association, says that he is already receiving requests from lumbermen not identified with the association, as well as from members, to handle their bookings and other phases of their export business. Mr. Towushend announced on Tuesday that he

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The T. Wilce Company

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had just received a telegram from the chief of the car service section of the United States railroad administration advising him that the embargo against shipments of lumber to destinations in Wisconsin and Indiana, as well as against shipments of hardwood logs into the entire territory east of the Mississippi and north of the Ohio and Potomac rivers, had been raised, effective at 6 o'clock Wednesday morning, November 6.

He said this meant that hardwood lumber could be shipped, without permits, to all destinations west of the Indiana-Illinois state line, and that logs might be shipped, under like conditions, anywhere in the United States. He believes that there will be a further modification of the embargo order so that shipments of lumber may be made, without permits, to the entire territory west of the Buffalo-Pittsburgh line and expects announcement to this effect shortly.

Lumber interests here are much pleased with the modification already made. They feel certain that it will be followed by material increase in the movement of hardwood lumber.

Permits are increasing a little but they are still slow and lumber manufacturers throughout the Southern field will not be wholly happy until permits are no longer required.

Louisville Hardwood Club Election

On the evening of November 5 the Louisville Hardwood Club met to celebrate the tenth annual of the founding of this club and to elect officers for the coming year. Following an excellent dinner served at the Seelbach hotel, the new officers were elected and installed as follows: E. B. Norman, Jr., re-elected president; T. J. Christian, vice-president; W. H. Day, treasurer, and A. A. Eagle, secretary. Mr. Christian and Mr. Eagle were re-elected. Mr. Norman is with the Norman Lumber Company, Mr. Christian with the Wood Mosaic Company, as is Mr. Day also, while Mr. Eagle is assistant manager of the Louisville branch of the Southern Hardwood Traffic Association.

The club made arrangements for entertaining the visitors who will attend the joint meeting of the Hardwood Manufacturers' Association and the American Hardwood Manufacturers' Association, in Louisville, at the Seelbach hotel, December 17 and 18. The entertainment committee consists of T. M. Brown, H. J. Gates and Harry E. Kline.

It is believed that Louisville stands a strong chance of becoming headquarters of the new organization, as it is a midway station between the Cincinnati headquarters of the Hardwood Manufacturers' Association and the Memphis headquarters of the American Hardwood Manufacturers' Association. The Cincinnati organization is composed of Ohio, West Virginia and eastern Kentucky operators, while the Memphis body consists largely of Memphis and other southern concerns, many members being on the lists of both organizations. The merging of these two bodies into one will result

in a strong organization, which will be in much better position to handle important matters for the entire hardwood interests of the South, and no better location could be secured than Louisville for headquarters.

During the first nine years of the club's existence its meetings were held weekly, but for economy's sake, semi-monthly meetings were held during the year just closed. Plans for returning to the weekly schedule were discussed.

R. R. Ray of the Southern Hardwood Traffic Association read and explained Circular 54 of the priorities committee, relative to shipment. It was feared that the new order would cause some additional trouble in deciding just what constitutes emergency or essential needs in filling orders.

A considerable portion of the evening was spent in discussions concerning the effect of early peace on the lumber industry, and while views were somewhat different it appeared that the consensus of opinion was that things would be a little quiet for a period of three to six months, but that after that time they would open up, and eventually result in the most active business that the hardwood trade has known. It was pointed out that immediately following peace and a falling off in war orders, accompanied by some government cancellations, where orders contain cancellation clauses, there would be a lack of government demand, and at the same time export demand couldn't be expected to pick up suddenly, as bottoms will be needed in shipping foodstuffs abroad, and supplying the army and foreign powers. It will take domestic trade and the building trades some little time to readjust themselves, and until this is done things may be a little dull. However, an interesting point is in the fact that lumber stocks in the South are smaller today than at any previous period in quite a while.

Attention was called to the fact that there hasn't been much advance in stumpage or logs, that is the advance in the price of lumber hasn't been due to increased cost of stumpage, but to increased rail rates, labor and supplies. It will be a considerable time before rail rates go back again, especially as the railroad administration is not likely to relinquish hold for some time after peace is declared. It will be a considerable time before labor prices are readjusted.

As soon as export demand for rebuilding Europe begins to reach the manufacturer it is expected that prices will strengthen if anything, as a big demand is looked forward to. At the same time American manufacturers of furniture, automobiles, cabinets, talking machines, etc., will probably get very busy on rebuilding lines which were allowed to drag during the war, while they were busy with war orders. Trucks promise to be in larger demand than ever, and the pleasure car prospect is bright.

The majority of those present expressed themselves as opposed to government control of railroads, except as a war measure.

Implement and Vehicle Association to Meet

The annual meeting of the National Implement and Vehicle Association is scheduled for the LaSalle Hotel, Chicago, Tuesday and Wednesday, November 19 and 20. The meeting will undoubtedly be one of the most momentous in its history. The production of essential war material has so commanded the thoughts of manufacturers that the return of peace will require vast readjustments.

The wagon manufacturers will meet on the nineteenth and twentieth, the tractor and thresher men on the twenty-first and twenty-second at the Auditorium hotel, and ensilage machinery department on the nineteenth.

The annual banquet of the tractor and thresher men will be held at the Auditorium on the evening of November 21.

With the Trade

Conference of Tie Manufacturers

A conference of railroad tie manufacturers and dealers has been called to meet in St. Louis, Mo., Nov. 19 and 20. The meeting has been called under the auspices of the St. Louis chamber of commerce. The program has not been announced, but the plan is to have prominent men address the meeting. It is expected that both national and regional tie organizations will be provided for.

A Lumberman Promoted

George E. Breece, a former mayor of Charleston, W. Va., and a leading lumber dealer of West Virginia and Cincinnati, has been promoted lieutenant colonel in the aviation section of the army. He left several months ago with a commission as major to assume charge of the spruce division of the army at Portland, Ore., and he is now superintending the cutting of all spruce timber in that section for airships. He has two sons in the army.

Building Hardwood Mill on Pine Lands

Arrangements have been made by Richard P. Baer & Co., wholesale dealers in and manufacturers of hardwoods, with the Great Southern Lumber Company of Bogalusa, La., whereby the firm will erect a large sawmill to cut the hardwood timber found on the company's lands. The company will furnish the timber. The plant is to be one of the largest and most up to date in the South, and will give employment to a considerable number of men. The contract for the construction of the mill has just been signed.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

J. M. McLaughlin New Sales Manager Wisconsin Company

J. M. McLaughlin recently took up his duties as sales manager of the Wisconsin Cabinet & Panel Company, New London, Wis. Mr. McLaughlin has peculiar qualifications for the work, which are based on eleven years' association in furniture production and sales. During that eleven years Mr. McLaughlin acquired a very intimate knowledge of costs, woods, construction and other features of the business, which will be of valuable assistance to him in marketing the large production of the Wisconsin company in these same circles.

Mr. McLaughlin has been with the Wisconsin Cabinet & Panel Company for the past year and a half, having just come from the eastern offices of the company. He will be in charge of sales of plywood veneers and plywood shooks.

The company is turning out a large quantity of cleated shooks similar to those used in shipping the Edison Talking machine, and is finding a ready market for its output.

Important Southern Deal

C. M. Kellogg of the Kellogg Lumber Company; W. L. Crenshaw and William Pritchard, all of Memphis, have purchased the band mill, lumber and timber belonging to the Crenshaw-Gary Lumber Company at Ritchie, Miss., and will operate this plant under the name of the Kellogg Lumber Company. Mr. Crenshaw has turned over to the firm the tract of timber land he owned about twelve miles north of Ritchie on the Sunflower river and the timber on this, about 12 million feet, will be handled by water to the plant.

F. E. Gary was the sole owner of the Crenshaw-Gary Lumber Company and sale of his property will be followed, around the first of the year, by his removal to Chicago. He has not further announced his plans. He is one of the most prominent members of the hardwood lumber fraternity at Memphis. He was for years vice president and general manager of the Baker Lumber Company, Turrell, Ark.; then part owner of the Crenshaw-Gary Lumber Company, and finally its sole owner. Much regret is expressed in lumber circles over his plans for leaving Memphis.

Conference Asks Transit Privilege

Louisville, Memphis and Evansville were represented in a conference with the Louisville district traffic committee of the railroad administration. The purpose of the meeting was to secure milling-in-transit privileges for the cities, it being claimed that a great injustice was done them because the privilege was denied them while it is granted to competing centers.

It is stated that granting such a privilege is an economic necessity to the promotion of the lumber industry, it being pointed out that the dealer serves as a banker for the small mill, and that the dealer must have this privilege in order to develop that class of trade. This privilege also helps speed up production and shipping, as the small mill accumulates special grades slowly, but can ship bulk lumber to be reworked under this privilege.

The lumber interests, represented by R. R. May for Louisville and Evansville, and J. H. Townshend for Memphis, asked for the privilege of milling in transit; of assorting, drying, grading and re-handling in transit, and of drawing rough lumber into the points named to be manufactured through resawing, cutting into boxes or cooperage stock for re-shipping as semi-finished or finished stock to point of final destination on the basis of through rates from point of origin.

The matter was taken under advisement by this committee, which will be handed a written confirmation of the request.

A number of prominent lumbermen were present.

Atkins' Saws In Government Work

Accompanying this story is an illustration of a class in a detachment of the vocational army of the government. All of the men in the picture are using Atkins' saws.

The government offers these short courses in vocational training (in this case in the study of carpentry), the instruction covering a period of eight weeks of intensive training. During this time they are taught how

to build things, how to repair quickly and efficiently such important parts as gun carriage spokes, airplane parts, mitering, splicing, etc. It is said that the students are so efficiently taught that at the end of the course they are really excellent carpenters.

Statement from Perkins Glue Company

The Perkins Glue Company, South Bend, Ind., has just issued the following statement:

In January of this year we advised the trade by a circular that the United States Circuit Court of Appeals had handed down an opinion in the suit brought by the Perkins Glue Company against the Solva Waterproof Glue Company, the Burch Kane Company, Lowell R. Burch and Thomas B. Kane for infringement of Perkins re-issue Patent No. 13,435, and Perkins Patent No. 1,020,656, in which the United States Circuit Court of Appeals finds that the Perkins glue and the process of making it was new, and that the patents for it are valid and have been infringed by the defendants.

The case was originally decided by the United States District Court in favor of the Perkins Glue Company in June, 1915. An appeal was taken by the Solva Waterproof Glue Company, which was argued in January, 1917, and has been decided. The United States Circuit Court of Appeals criticised some of the ways of claiming the invention that were brought before it and reversed the lower court as to them, but it sustained as valid and infringed the claims for the Perkins glue as a product and for the process by which the Perkins glue is made.

The court held that the Solva Waterproof Glue Company, the Burch-Kane Company, and Burch and Kane had infringed, although they had merely sold the dry glue material and left their customers to make it up into Perkins glue.

The decision made it clear also that the manufacturer who mixes up such dry glue material into Perkins glue and uses it is liable as an infringer.

Promptly after our January circular to the above effect was sent out, the defendants (Solva Waterproof Glue Company), Burch-Kane Company, Lowell R. Burch and Thomas B. Kane) brought that circular to the attention of the United States Circuit Court of Appeals and charged that it was an incorrect statement of the decision of the court and petitioned the court for a rehearing, but the court after consideration of our reply denied defendants' (Solva Waterproof Glue Company, Burch-Kane Company, and Lowell R. Burch and Thomas B. Kane) petition.

Pursuant to the mandate of the United States Circuit Court of Appeals, the United States District Court at Chicago, on August 5, 1918, entered its final decree in the case, sustaining as valid and infringed the claims for the Perkins glue as a product and for the process by which the Perkins glue is made.

All infringers of the Perkins patents are hereby notified again of the final decision in favor of the Perkins Glue Company and are further notified that all infringements must cease.

PERKINS GLUE COMPANY,
Patentees of Perkins Vegetable Glue, South Bend, Ind.; Lausdale, Pa.

Foreign Representatives Here to Consult on After War Business

Special significance is attached to the visit to Baltimore some two weeks ago of Ines Creighton, the managing director at Liverpool, Eng., with W. M. Ritter Lumber Company of Columbus, O. Mr. Creighton made his stay rather short, but he managed to see a number of persons in official positions, who may have something to do with the foreign shipment of lumber, and also went to Columbus to confer with other officers of the company. It was his intention to stay there until his passports were gotten in shape and sent to him, when he purposed going to New York and sailing for home. Mr. Creighton's presence in the United States is rightly or wrongly connected with the early prospect of peace and the extensive readjustment that may be expected to follow the termination of hostilities. Mr. Creighton said that as far as business on the other side was concerned, he might as well be here as there.

Another visitor, who was to have sailed on the Adriatic for the United States October 14, but who was somewhat delayed, and is not expected until some time this week, is Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, Tenn. Mr. Farber is a former Baltimorean, who was at one time a member of the wholesale hardwood firm of Price & Heald, Baltimore, but who went to London a number of years ago. He has a large circle of friends and relatives here and is expected to take occasion to call on the latter. The primary object of his trip is believed to be to see William H. Russe and others of the company, for which purpose he is expected to visit Memphis. He will, it is thought, give much first hand information about conditions on the other side and the prospects for the future.

In this connection it is perhaps deserving of mention that the National Lumber Exporters' Association, at its last annual meeting in January of the present year, in New York, discussed the feasibility of establishing an export sales company to handle hardwoods under the provisions of the Webb Act, which permits combinations in the foreign business. At the meeting a special committee, including William H. Russe of Russe & Burgess, Inc., of Memphis, Tenn.; Edward Barber, Howard & Barber Lumber Company, Cincinnati, and John L. Alcock of John L. Alcock & Co., of Baltimore, was named to consider the question of establishing such a sales agency, to get all possible information on the subject and to report the conclusions of the members at the next annual meeting, in January, 1919, at a place yet to be decided upon. Much information has been gathered by members of the committee, and they have had various interchanges of views, and the report to be made is expected to go exhaustively into the practicability of such an agency. In the next two weeks it will probably be determined where the annual meeting will be held.



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100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch

Pertinent Information

Lumber for Reconstruction

Reports from France and Belgium indicate that the people of those devastated countries are earnestly inquiring whether lumber for rebuilding can be had from America, and, of course, the probable price is a matter of interest. Lumber will probably be one of the most reasonable in cost of all building materials. It has not advanced in the same degree as brick, concrete, cement, and steel.

Individual Export License Required

According to a list issued by the war trade board, export of the following items must not be undertaken without individual license. Ash, birch, chestnut, fir, mahogany, oak, quebracho, spruce, walnut, and yellow pine 12x12 and larger, and 25 feet long or more. Veneer and ply wood of all kinds are on the list, without specifying the woods of which they are made.

August Exports of Wood

Official figures show that for August last year the total exports of forest products were worth \$5,797,564, while during the corresponding month this year the value was \$7,198,959, or an increase exceeding \$1,500,000. The largest increases were shown in Douglas fir, oak, and pine.

Valuable Wood in Panama

Large growths of bright purple nazarene wood is lying idle in Panama, only awaiting development, according to Dr. Henry Pittier, who recently led a botanical expedition to the Darien section of the isthmus. Before the war this beautiful wood commanded \$125 to \$200 per thousand feet. It is estimated that there are 40,000,000 feet of the timber along the Tuyra river and other navigable streams of that region, to say nothing of the less accessible sections of the country.

The timber has most unusual qualities. The trees reach a large size, sometimes a diameter of three feet, and have very little sap wood. The interior is a rich purple color and the wood is hard, heavy, strong, and extremely resistant to water and weather; it contains an essential oil and it takes an excellent polish. When the wood ages and is at the same time exposed to the sunlight it turns much darker in color.

In a house in Panama is a beam of this wood over a century old; as it is in a place protected from the sunlight this beam still has the original bright purple color.

Solving Railroad Problems

When the railroads of this country were taken under Federal control they were suffering from the effects of a long period of various sorts of adversity. The measure of their recovery under government management has now been put into figures by Mr. McAdoo, the Director General.

Taking the cases of the railroads of Class 1—which are roads having an operating income of more than a million dollars a year—he finds that the number of tons of revenue freight carried has increased 8.9 per cent. The number of freight cars in service has increased 5.1 per cent. The number of tons hauled per train has increased 6.9 per cent. The average carload has been increased 14.4 per cent.

Taking Philadelphia and Pittsburgh as experimental points, he finds that the tonnage there delivered has increased 9 per cent and the number of cars used has decreased 7 per cent. The number of tons per car has increased 18 per cent. This increase, he says, "if it were general throughout the country would be equivalent to the addition of 432,000 cars to the equipment of the country's railroads."

Under Federal control the number of railroad officials drawing salaries of \$5000 a year or over has been reduced by 400 and \$4,615,000 a year has been saved. The expenses of the law department have been reduced \$1,500,000 a year. By the consolidation of ticket offices, and the abandonment of competition, it is estimated that \$23,566,633 will be saved. And of this amount \$8,000,000 will be saved on advertising bills.

At the same time wages have been raised; the eight-hour day has been granted; women are receiving the same pay as men for the same sort of work; and negroes are no longer being discriminated against in their wages and conditions of employment.

Freight routes have been shortened, cars and locomotives are being standardized. A universal mileage book, good on all roads, is being adopted. By the consolidation of terminals efficiency has been increased and one cause of great inconvenience to travelers has been removed.

A Remarkable Story

A story comes out of India that sounds suspicious, yet it may be true. According to the report, bears have been taught to gnaw the bark and by that means girdle undesirable forest trees and give good trees a chance to grow. The animals were taught by accident. Foresters girdled the trees that were not wanted, and bears came to lick the sweet sap that oozed from the wounds. They learned the kinds of trees which provided the sap, and when they could not find enough that were already girdled to supply the demand, they girdled others with their teeth. Thus, it is said, they are helping the foresters kill trees which are not wanted.

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Bulletin Describes Method of Stump Elimination

A bulletin has just been issued by the Agricultural Department at Washington giving a detailed description of the various accepted methods of stump elimination.

The bulletin describes the loss occasioned by stumps remaining in tilled land and gives expert tips on the most economical and thorough means of removing them.

Baltimore Exports for September

Taken altogether, the showing made by the September report of exports of lumber and other forest products from Baltimore does not make an impressive showing, furnishing, as it seems to do, evidence of the restrictive influence of the measures taken by the Allied governments to hold down the imports of products of all kinds from the United States. Of course, there are virtually no exports except to the United Kingdom, and those for September have undergone a very considerable contraction when compared with some other months of the current year are made. Especially is a pronounced shrinkage noted in the movement of the woods intended for war use, such as fir and spruce, which have gone forth extensively for the construction of airplanes. If there is now a material falling off, it may not without reason be regarded as a sign that activity in this direction is expected before long to undergo a shrinkage. The total for all woods, too, is far from satisfactory and is naturally viewed as suggestive of further efforts to keep out American lumber. Oak still holds up fairly well, and poplar, in which wood a fair movement had prevailed during recent months, is represented with shipments about up to the average of late. For the first time in some months also staves figure on the list. The chief thing that can be said in favor of the September statement is that it overtops the one for the corresponding months of 1917 by a number of times, that month being perhaps low water mark. The statement for September, as compared with the same month of last year, shows a total value of \$102,111 and \$27,899 respectively.

Building Permits for August

Comparing the building permits, issued in the principal cities of the United States during August, with those for the corresponding month last year, the moderate decrease of 10 per cent is shown. This decrease is the smallest that has been recorded since April, 1917, or since the country declared war. In a sense, the showing is therefore encouraging, but for August last year there was a decline of 33 per cent as compared with August, 1916. Making comparisons with two years ago, the shrinkage would be considerable.

The general report concerning new buildings is that little work, except that which is clearly indispensable, is now in progress or in early prospect. There is, therefore, some basis for the expectation that there can be little if any additional curtailment of work without serious impairment to the present efficient war activities of the country. The figures presented below include housing operations and much other construction work for the benefit of military operations, but not the cantonments and other structures directly undertaken by the government.

The building permits, issued in 126 principal cities, as officially reported to the American Contractor, total \$41,764,408, as compared with \$46,192,116 for August, 1917, a decrease of 10 per cent. One new feature is the increasing number of the larger cities that are now showing gains. Chicago and Philadelphia increase and the loss in New York City was less than 4 per cent. Normally the larger cities have a moderate surplusage of available space for emergencies but this safeguard against quick requirements has been exhausted in most large cities, the same as at the munition and other war-work centers.

The tendency continues towards the construction of smaller buildings and towards repairs and additions, in place of new construction. Of the 126 cities included in the following statement gains are made in 54, a larger percentage than for many months.

Hardwood News Notes

◀ MISCELLANEOUS ▶

The W. M. Storey Lumber Company has moved its headquarters from New York City to Winson-Salem, N. C., however, retaining a local office in the former city.

The Booraem-Kemper Lumber Company, South Bend, Ind., has incorporated with a capital of \$20,000.

The deaths of the following have been announced: F. P. Covington, secretary-treasurer of the Williamson & Brown Land & Lumber Company, Cerro Gordo, N. C.; W. G. Whitcomb, president of the Whitcomb Cabinet Company, Kansas City, Mo.; F. T. Dieckmann, of the Dieckmann Hardwood Company, San Francisco, Cal.; E. G. Tuffli, president of the Tuffli Tim Company, St. Louis, Mo.; A. P. Lovejoy of the Langlade Lumber Company, Antigo, Wis.; George Doyle, Winyah Lumber Company, Georgetown, S. C.

The A. Kuenzel Manufacturing Company, St. Louis, Mo., has filed a petition for dissolution.

At Winchester, Ky., the Ford Lumber & Manufacturing Company has been succeeded by the Blue Grass Box Manufacturing Company, which concern has headquarters at Charleston, W. Va.



SERVICE

FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

Let our Engineering Department show you how to reduce the cost of your fire insurance.

Full Coverage, Correct Forms, Lowest Rates

A. J. DAVIS & CO.

Specialists in Lumber Fire Insurance

Insurance Exchange,

Chicago

WE HAVE THE FOLLOWING STOCK TO OFFER:

- 3 cars 4/4 No. 1 Common and better Ash
- 5 cars 6/4 Log Run Beech
- 15 cars 6/4 No. 1 Common and better Hard Maple
- 5 cars 10/4 No. 1 Common and better Hard Maple
- 5 cars 8/4 No. 1 Common and better Hard Maple
- 5 cars 8/4 No. 1 Common and better Hard Maple
- 4 cars 8/4 No. 1 Common and better Soft Maple
- 10 cars 4/4 No. 1 Common and better Red Oak
- 8 cars 4/4 No. 2 Common Red Oak

All band sawn West Virginia stock, excellent widths and lengths and well manufactured

WE CAN SHIP PROMPTLY

JOHN HALFPENNY, Inc.

PHILADELPHIA, PENNSYLVANIA

WHEELER-TIMLIN LUMBER COMPANY

MANUFACTURERS AND WHOLESALERS

HARDWOOD - HEMLOCK - PINE

WAUSAU, WIS.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

*Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar*

KNOXVILLE, TENNESSEE
BAND MILLS AT VESTAL
A SUBURB OF KNOXVILLE
FONDE, KY.



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak
comes from the same soil

CHAS. H. BARNABY
Greencastle, Indiana

Among recent incorporations listed are: The Imperial Tie & Lumber Company, Danbury, Conn.; the H. Bollwerk & Brother Vehicle Company, St. Louis, Mo., with a capital of \$18,000; the Dominion Lumber & Handle Company, Bristol, Tenn.; the Four States Lumber Company, Texarkana, Ark., increased capital from \$40,000 to \$75,000; the Elmira Casket Company, Elmira, N. Y.; the Northwest Box Company, Everett, Wash., capital \$50,000; the Campbell Hub Company, Manchester, Tenn.; the Eagle Lumber & Manufacturing Company, Meridian, Miss.; the American Veneer Company, Hayward, Wis.; the Berry Airship Company, Vancouver, Wash., capital \$250,000.

The Strable Lumber & Salt Company, Oakland, Cal., succeeded by the Strable Manufacturing Company, capital \$30,000.

The general offices of the Whiting Lumber Company, Philadelphia, Pa., have been removed to Port Huron, Mich., and the eastern business has been succeeded by the Penn-Florida Lumber Company.

A receiver has been appointed for the Port Barre Timber Company, Port Barre, La.

There has been a change in ownership of the Retting Furniture Company, Grand Rapids, Mich.

The Muirhead Lumber Company, Weldon, Ark., has been succeeded by the Weldon Hardwood Lumber Company.

HARDWOOD RECORD has received word that the postponed meeting of the Northern Wholesale Hardwood Lumber Association, which was to have been held two or three weeks ago, will be held at the Milwaukee Athletic Club, Milwaukee, on Friday, November 15.

The postponed meeting of the Michigan Hardwood Manufacturers' Association has been called for Shelby Hotel, Detroit, Wednesday, November 13.

< CHICAGO >

The death is announced of S. Karpen, vice-president of S. Karpen & Brothers, city.

The Star Moulding Company, city, has increased its capital to \$100,000.

F. W. Mowbray of the Mowbray & Robinson Company, Cincinnati, was in the city for a few days of last week.

The full membership of the American Walnut Manufacturers' Association attended the meeting at the Congress Hotel this week, the conference covering various questions having to do with the walnut business. The unvarying expression of the members indicated distinct satisfaction with the present and future supply of walnut for the commercial veneer and lumber consuming trade. As one old-time producer expressed it, the most experienced walnut man never even dreamed of the vast supply of walnut existing in this country until Uncle Sam's entry into the war made speeding up of production necessary. Wide investigation disclosed the walnut supply to be many times over what the most optimistic producer ever dreamed of, and it was the emphatic pronouncement of all the members of the association that in spite of great quantities used for war production, the walnut business is really just getting well started.

Prominent members of the trade who were present at the meeting were J. N. Penrod, Kansas City, president of the association; George Lamb, secretary, Washington, D. C.; Frank Purcell, John Rodabaffer, Kansas City; Ray Pickrel, St. Louis; Mr. Fletcher, East St. Louis; Louis Moschel, Pekin, Ill.; W. P. Norris, Chillicothe, Mo.; W. W. Knight, Indianapolis; George W. Hartzell, Piqua, O.; V. L. Clarke, Des Moines; H. B. Sale, Ft. Wayne; A. B. Ransom, Nashville.

W. C. Landon, formerly of Wausau, Wis., and formerly president of the Northern Hemlock & Hardwood Manufacturers' Association, and who has since operated in the white pines of the Inland Empire in the West and is now locating two large yellow pine mills in the South in which are interested other Wisconsin operators, passed through Chicago on his way north to Wausau last week. Mr. Landon said that his operations are progressing very nicely and he is very optimistic over the future outlook of the lumber business.

F. E. Gary, who recently sold out his interest in the Crenshaw-Gary Lumber Company, Memphis, Tenn., has arrived in Chicago with Mrs. Gary and will take up his residence in this city.

J. H. P. Smith of Detroit, Mich., was in the city last week on business for two or three days.

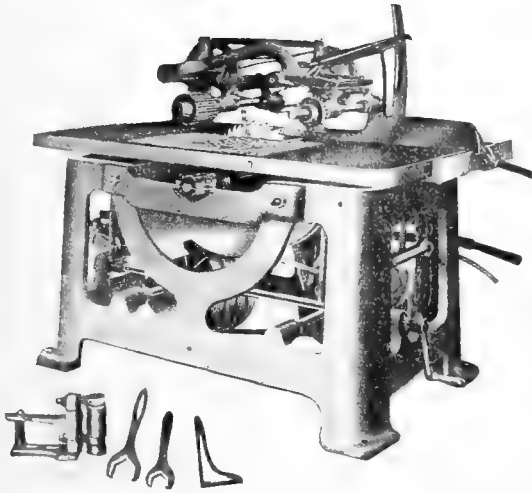
< BUFFALO >

Nelson S. Taylor of the firm of Taylor & Crate, has left business to enter the artillery school at Camp Zachary Taylor, Louisville, Ky. A. Conger Goodyear, who has been a lieutenant-colonel at this camp, has been raised to the rank of colonel and has gone abroad for service.

The building situation in Buffalo shows no improvement over a month ago, though the need for houses is great as ever. When the war is over it is likely that a good many new houses will be erected here, since the city is growing and little building has been done for months.

To relieve the local housing situation it was proposed by certain business interests here to ask the government to finance the erection of several hundred houses on North Elmwood avenue. The need is greatest in that section and will increase, in all probability, during the next few months. A proposal in line with this is made by the Real Estate Association, which is planning to induce owners of about 200 vacant stores to fit them for housekeeping. The association will also try to secure a modification of the rule forbidding more than two families to do housekeeping in a single

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The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

house. This rule has made it necessary for a good many families to move from their former quarters.

The government appears to have got the idea that it is likely to be misunderstood in the matter of its use of the Erie barge canal. Just now the canal is just as active as the small fleet will permit, but the government has issued a statement that there is no material at hand now for the building of a larger fleet. At the same time it seems to fear that private shippers would understand that it had monopolized the canal, so a statement has been sent out urging shippers to use the canal as far as they are able, and giving them a permit to make any rate that they can secure tonnage on.

The real trouble with the canal is that nobody knows what the coming boat is to be, and it will be necessary to build boats of both wood and metal and of various sizes until the most serviceable one is obtained. As it seems not to be settled whether the canal is to be eight or twelve feet deep, the handicap is seen to be great. What ought to be done is to build barges as large as the depth of the canal will float, and so keep pace with developments. Lumbermen will use it just as much as the rates and accommodations will permit.

The pheasant season having arrived, the Buffalo lumbermen have been improving the opportunity to get a shot at the birds. Among those who have been thus engaged lately are the following: Fred M. Sullivan, Councilman A. W. Kreinheder, City Treasurer I. N. Stewart, C. Walter Betts, Maurice M. Wall and John McLeod. A late trip made by the lumbermen was to the game wilds of Genesee county.

← PITTSBURGH →

H. E. Ast, manager of the Mutual Lumber Company, was down among the hardwood mills in the South last week. He reports general demand somewhat lighter than last month.

The Acorn Lumber Company has had much better than average luck all the year in keeping in line with live hardwood business, but its officials admit that trade now is falling off considerably.

Sales Manager H. C. Hermann of the Duquesne Lumber Company reports some reduction in industrial business. The Pittsburgh district does not seem to be contributing as much as the eastern markets to good business.

The Kendall Lumber Company is diverting practically all its manufactured lumber now to government needs. It is shipping considerably, however, on mining orders.

The Aberdeen Lumber Company, according to President Woollett, is quite of the opinion that gum and cottonwood are going to be perhaps higher after the first of the year when present large stocks of manufacturers have been worked off.

The Frampton-Foster Lumber Company last month secured two valu-

able tracts of hardwood timber in Greenbrier and adjoining counties in West Virginia and will have a big winter's cut there.

← BALTIMORE →

One of the visiting lumbermen at Baltimore in the last two weeks was Edward Barber of the Howard & Barber Lumber Company, Cincinnati, who called on Harvey M. Dickson, secretary of the National Lumber Exporters' Association while here. Mr. Barber came East to get in touch with some of the government officials at Washington concerning questions to which the export situation has given rise, and also to see about some permits for making shipments. He expressed his satisfaction over the beginning of lumbering operations on a tract in Tennessee which the company acquired some time ago and on which it erected a saw mill. The plant, he said, was running regularly, and the output was being prepared for shipment during the winter. The tract contains millions of feet of timber, mostly hardwoods.

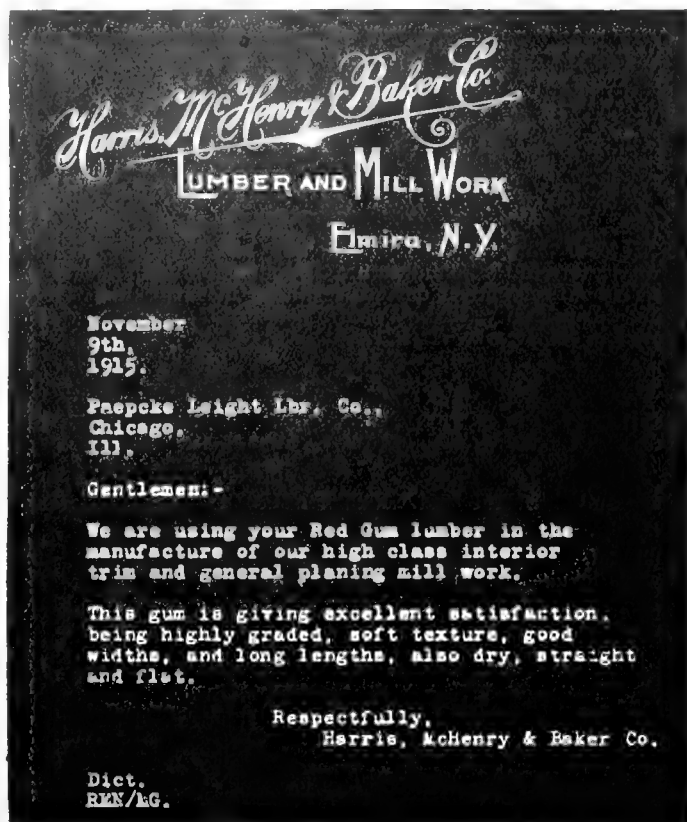
While many members of the lumber trade here became more or less seriously ill during the epidemic of influenza, only one, Alexander Campbell, secretary of the James Lumber Company, died. Mr. Campbell, who passed away on October 23 after a short illness of pneumonia, was one of the best known of the younger members of the trade. He was born 37 years ago in Baltimore and entered the employ of the N. W. James Lumber Company as a stenographer after leaving school. By intelligent application, industry and sheer ability he rose until he was made secretary of the James company. He attended the meetings of the Lumber Exchange regularly, was a member of the Retail Lumbermen's Club, and supported every endeavor to promote the interests of the lumber trade. His demise occasioned deep regret, and the two organizations mentioned adopted resolutions expressive of the great loss sustained by the trade in Mr. Campbell's demise.

← COLUMBUS →

Despite the restrictions on building operations during the past month and previous to that time, building operations in Columbus show up pretty well. This is indicated by the report of the Columbus building department showing 152 permits and a valuation of \$216,855 for October, 1918, as compared with 197 permits and a valuation of \$286,835 for October, 1917. For the first ten months of 1913, the department issued 1643 permits having a valuation of \$2,540,980, as compared with 1904 permits and a valuation of \$3,495,865 for the corresponding period of 1917.

F. Everson Powell, secretary of the Powell Lumber & Construction Company, received a telegram from the National Retail Lumber Dealers' Association, of which he is a member, that a further modification of building

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Of course it is true that

Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

The inherently superior qualities of Red Gum can be brought out only by proper handling

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST.
 CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

restrictions has been made by the government. The ruling now permits the erection of a building anywhere not involving an expenditure of more than \$500, when authorized by the local representative of the State Council of Defense. Permission of the War Industries Board is not required.

In compliance with the suggestions of the Hardwood Manufacturers' Association of the United States, the car service of the United States Railroad Administration has issued a modification of the lumber embargo order, exempting all material necessary in the operation of coal mines. The association brought to the attention of the car service section the desirability of the order so as to exempt from the necessity of obtaining permits for material such as mine ties, rails, mine car stock, brattice, lumber, tripple stock and all rough lumber used in coal mines.

That the government stepped in and within thirty days practically stopped all non-war construction work in Ohio is shown in a statement issued by C. L. Dickey, chairman of the non-war construction board, Ohio branch State Council of Defense.

"There is but little building activity throughout other than that which is absolutely essential to the winning of the war," declared Mr. Dickey. He stated that complete co-operation had been secured in the many Ohio counties, and that others were taking steps to put them in line.

W. T. Fleming, who has been in charge of the statistical work of the Hardwood Manufacturers' Association, is a victim of Spanish influenza. He died recently at the Cincinnati General Hospital. He had been connected with the association for several years, previous to which he was identified with the Wisconsin Lumber Company.

First Lieutenant Henry J. Pfister, president of the M. B. Farrin Lumber Company of Cincinnati has been promoted to captain. He has been in France for the past ten months.

R. W. Horton of the W. M. Ritter Lumber Company, Columbus, reports a good demand for hardwoods and a considerable movement when the hampering war activities are taken into consideration. He says that prices are generally well maintained all along the line. Oak and poplar are in good demand and ash is especially strong.

Thomas J. Quayle, Jr., formerly secretary and treasurer of the Oberlin Lumber Company, Oberlin, O., and a first lieutenant in the American Expeditionary Forces, was recently killed in action. Mr. Quayle was about thirty years of age and was always interested in military affairs, having been connected with the Fifth regiment of the Ohio Militia. He was on the Mexican border with his regiment. Before enlisting for the present war he was connected with the Hudson Lumber Company of Akron.

Paul H. McGormley, a son of L. S. McGormley of the Price Lumber &

Manufacturing Company, Fremont, has enlisted in the navy and a recent message said he was leaving an Atlantic port for South America.

Harry Yeackel of the Kelsey & Freeman Lumber Company, Cleveland, has entered the marine service.

J. A. Ford of the Imperial Lumber Company reports a good demand for hardwoods from West Virginia, with prices ruling firm in every particular.

< CLEVELAND >

There may yet be much hardwood business of the kind hardwood interests are accustomed to. This is the opinion of leaders in the Cleveland trade this week, following the return here from Columbus of a special committee of building materials interests, who have obtained practically centralization of power in passing up and directing new housing construction in the Cleveland district. The trip to the state capital by leaders in different branches of the building material industry was the outcome of the apparent indifference on the part of the non-war construction committee of the Council of National Defense in failing to comment upon permits issued recently by the local building committee recently appointed for that purpose. On this local building committee are Irwin Fisher of the Fisher-Wilson Lumber Company; W. J. Carter, civil engineer; E. W. Cunningham, building commissioner of Cleveland; F. H. Chapin, manager of the Hydraulic-Press Brick Company, and John A. Kling, head of the Kelley Island Lime & Transport Company.

What all building interests here want is a centralization of power in a committee to direct housing construction, that the tremendous congestion, due to vast increase in population, may be relieved. As a result of the trip to Columbus it is believed this has been obtained, together with assurance that before the middle of the month a blanket permit, authorizing the construction of at least 1000 houses, and perhaps 2000 houses immediately, will be issued. It is expected the local committee will supervise the issuing of permits and construction, so that the views of the federal and state officials will be observed. This is guaranteed by the material interests who went to Columbus. The committee that accomplished this much is: J. V. O'Brien, secretary, the Cleveland Board of Lumber Dealers, and W. K. Palmer, president, the Cleveland Material Dealers' Association, representing all lumber interests; Louis A. Moses, director of the Industrial Housing Survey; Stanley McMichael, secretary, the Cleveland Real Estate Board; C. H. Patterson, secretary of the Material Dealers' Association, and assistant secretary of the Builders' Exchange. It will be seen from this group how thoroughly the material interests are represented.

In the opinion of members of this committee, the Columbus committee

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We Are Prepared to Furnish

PROMPT SHIPMENT

on

OAK TIMBERS

Cut to

SPECIAL SIZES

Up to 16-Foot Lengths

JAMES E. STARK & CO., Inc.
HARDWOOD LUMBER

BAND MILLS **VENEER MILLS**
MEMPHIS, TENN., DYERSBURG, TENN. **MEMPHIS, TENN.**

of the council, was much impressed by the data and figures produced by Mr. Moses, proving that while the city has added to its population, it is losing out even more rapidly in the number of houses being built since this country entered the war. It also was pointed out at the meeting at the state capital that not only are there thousands of persons willing to build houses right now, but that many of them can finance the entire projects themselves, while the other can obtain private money, thus not interfering with any money in banks here. The injustice of keeping capital tied up in material that could not be used for war purposes, but which can help to win the war by giving the workers of the city more comfortable homes, also impressed the Columbus contingent.

The Cleveland group will not wait on Columbus, however, but will immediately send a committee to Washington, to confer with the national non-war construction committee, outlining the program as it now stands, and thus avoid any complication that might develop at the national capital over the action of the state committee.

Quantity production of airplanes at the Glenn L. Martin plant in this city is expected to offer a new outlet for certain hardwoods, leaders in the industry here believe, as a result of the urge along that line by the senate military affairs committee to John D. Ryan, director of air craft production. The committee urged the start of quantity production at once, and that no changes in the bombing plane, which will be produced, be made. This plane was officially accepted by the government this week, following a month of tests at the Dayton proving grounds, when a plane was sent from Cleveland. At least fifty planes will be started at once, it is explained, these to be made by hand until tools to provide for still larger production, arrive. To facilitate production, Martin plant officials say, other airplane plants, some of which are producing only forty per cent of their capacity, owing to lack of proper design, will be given contracts. Contracts for parts will also be let to fifty Cleveland firms, it is said.

Hardwood factories are being visited in the middlewest by D. M. Hess of the Midvale Steel Company, with a view toward expediting rifle stock production, that the output of the Midvale, 8,000 rifles a day, may be expedited. It is said the Midvale is making two-thirds of the entire rifle production of the country at present. Mr. Hess was in Cleveland this week in the interest of production of metal parts of the rifles as well as the stocks. He will receive inquiries from wood plants and others at lock box 428, Chester, Pa. The plant of the Midvale is at Eddystone, Pa.

◀ EVANSVILLE ▶

The Pioneer Pole and Shaft Company, Evansville, has built a plant for the manufacture of coal mine cars and the industry promises to become

quite an extensive one in view of the fact that so many new coal mines are being opened in southern Indiana, southern Illinois and western and northern Kentucky. The new plant will give employment to a large number of men and boys and a high grade coal car will be turned out.

J. D. Craft, vice-president of the Hercules Buggy Company, who underwent a serious operation a few days ago at a local hospital, is much better at this writing and physicians say he will recover.

Elmer D. Luhring, manager of the Luhring Lumber Company, who has been seriously ill with typhoid fever for the past several weeks, is now on the road to recovery.

A few days ago Michael D. Helfrich, president of the Helfrich Lumber and Manufacturing Company, closed a deal for the purchase of the Stockwell farm in Knight township, a few miles east of here, the consideration being \$160,000. The tract contains 560 acres of fine timbered land and is one of the finest in this part of the state. It is the intention of Mr. Helfrich to erect a sawmill and all the timber will be cut up and after the land has been properly tilled, Mr. Helfrich will sink a shaft and open a modern coal mine that will give employment to a large number of men.

Charles F. Smith, sixty-four years old, a well-known wagon manufacturer at Jeffersonville, Ind., died a few days ago after an illness of more than a year. He had spent most of his life in Jeffersonville and was well and favorably known by the lumber manufacturers of that section of the state.

John H. Rohsenberger of the Buehner Chair Company, and field secretary of the National Rivers and Harbors Congress, is expecting notification in a few days that a new date has been fixed for the annual convention of the Ohio Valley Improvement Association at Louisville, Ky. The date of the convention was originally set for October 24 and 25, but was postponed upon order of the army-surgeons at Camp Zachary Taylor, Louisville, because of the Spanish influenza epidemic. George O. Worland, president of the Evansville Lumbermen's Club; Daniel Wertz, Maley and Wertz, hardwood lumber manufacturers; Frank M. Cutsinger of the Evansville Band Mill Company and other lumbermen of this city, will attend the Louisville meeting where the question of the Government control of the towboats and barges on the Ohio river will come up for discussion.

The Evansville Coffin Company, in company with all other firms of this character in the country, has been ordered by the United States government to discontinue making all but one style of casket, a plain, standard style and to concentrate on that. Edward Burtiss, president of this company received this order a few days ago by telegraph. He

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believes concentrating on the one standard plain casket will permit the making of at least 600 caskets a month, and possibly 800.

◀ LOUISVILLE ▶

Conditions have shown a material improvement within the past ten days, due largely to the waning of the influenza epidemic, which has enabled many of the mills that were down, or staggering along on one wheel, to get back to something like a normal production. In eastern Kentucky conditions are not improving as rapidly as in the city, or in the South, but the present cold snap is aiding materially. Permits are now coming through in less than a week after application is made in many instances, whereas it had been taking from two to three weeks. The crop movement in the South is reducing the car supply materially, but where permits are secured shipments are getting out without much difficulty.

Much interest is being shown by lumbermen of the Falls cities, and especially by members of the Louisville Hardwood Club, in arranging for the joint convention called to merge the American Hardwood Manufacturers' Association and the Hardwood Manufacturers' Association of the United States, which will be held in Louisville on December 17 and 18, at the Seelbach Hotel. At this time it is expected that more than 300 hardwood manufacturers will be present. The sessions will be held in the big auditorium on the tenth floor of the Seelbach. Members of the Louisville Hardwood Club at their next meeting will discuss plans for entertaining the visitors, and will endeavor to take good care of the crowd. No conventions are booked for the dates set, and Louisville hotels can easily accommodate twice the number that is expected to be present.

For the past few months the Louisville Veneer Mills has been manufacturing its entire output of veneers for the government, as a matter of aiding in finishing the war, and again as it represented the best business obtainable under existing conditions. Much of this material has been going into aeroplane construction, cabinets, desks and other government requirements. The plant has been kept good and busy.

The demand for poplar has been so active during the past few months that the Norman Lumber Company has had about all the business that it could handle, and has been meeting with an enormous demand for box shooks, which have taken up a large amount of low grade poplar.

Things have been fairly active with the Louisville Point Lumber Company, which has been suffering more from shortage of labor than shortage of business or permits. H. O. Van Tyle, sales-manager for the company reports that he has been meeting with an excellent demand for poplar, thick oak and ash, and has also cut and sold some excellent walnut for government use. Mr. Van Tyle also reported getting a permit for a shipment of lumber within five days of making application, which is about as good a showing as reported by anyone in this district.

C. R. Mengel of the C. C. Mengel & Bro. Company, mahogany importers and manufacturers, was recently named a member of a special committee of the Louisville Board of Trade for the purpose of checking up figures and reports of the Louisville Street Railway Company, which voluntarily submitted the report in order to obtain the board's backing prior to appealing to the city council for permission to increase fares to six cents.

J. G. Gallagher, 445 West Jefferson street, Louisville, will shortly sell at public auction the fine woodworking plant of the Jacobson Furniture Company at New Albany, Ind. This plant is equipped with fifty-five fine woodworking machines, all in excellent condition, and including jointers, sanders, cut-off saws, rip saws, planers, etc. The old Jacobson company never recovered from the cyclone which wrecked the plant nearly two years ago.

The Louisville branch of the National Casket Company has been working double shifts during the past few days in efforts to get out coffins, which have been in such demand due to the ravages of influenza, that all surplus stocks have been exhausted, and it has been impossible to supply the wide area supplied from Louisville with dispatch. The Falls City Casket Company and one or two smaller concerns have also been working to capacity.

Manager G. A. Christen, formerly secretary-treasurer of the Smith Cooperage Company, but for the past two years owner of the Kentucky Lumber & Millwork Company, has received some excellent sash and door as well as other millwork contracts on Y. W. C. A. hostess buildings at Camp Taylor.

The Alfred Struck Company, Louisville, has been advertising for 100 carpenters and a number of laborers to handle additional construction work at Camp Taylor. The company also has a lot of work to complete on the West Point division of Camp Knox, upon which it has been working for several months.

Work on the new Federal powder plant at Louisville has been held up for the present while awaiting completion of the Nashville job, and due to the fact that with peace so near it may not become necessary to construct this plant at the present time. Again labor is very scarce, and until Camp Knox at Stithton is completed it would be a severe drain on man power to handle two big jobs at one time. Although there are 12,000 men employed at Stithton the house of John Griffith's Sons, Chicago, is advertising for 6,000 laborers and 4,000 carpenters to hurry up construction, with hopes of completing the work by December 1. However, the roads are in bad condition, and have been so muddy that trucks couldn't haul lumber in late October and early November, and it hardly appears

likely that the work can be completed this year.

W. P. Brown & Sons Lumber Company, after a shut down at several of its southern mills on account of influenza, is again operating at almost its entire chain of mills. What little pine production this company has had has been disposed of with ease for government use.

The W. R. Willett Lumber Company reports that in spite of numerous drawbacks October proved a very good month, and business was so good that the company has been short on a number of items as a result, but is managing to secure stocks to fill all orders.

The Asher Stave & Lumber Company, at Pineville, Ky., has been incorporated by C. Nichols, W. L. Asher and Miss Margaret Asher, with a capital of \$25,000, and plans immediate developments of timber holdings.

The Livermore Timber Company, at Livermore, Ky., has filed amended articles of incorporation increasing its capital from \$5,000 to \$20,000.

The Jeffersonville branch of the American Car & Foundry Company, which up to the present time has built only passenger cars for several years back, has recently taken on a large government contract for manufacturing gondolas for delivery in knock-down form in France. These cars will have steel bottoms and sides will be of oak and pine.

The Appalachian Logging Congress, to have been held in Lexington, Ky., in the middle of October, was indefinitely postponed by President Edwin A. Gaskill, when it was learned that the state board of health was not permitting any conventions to be held. Mr. Gaskill is with the Turkey Foot Lumber Company, which controls about 30,000 acres of timber. Oil drilling is being conducted on several company tracts at this time.

◀ TEXAS ▶

The first effect of the government retrenchment in barge building was felt in Texas during the past week when the Neches Shipbuilding Company of Beaumont had its contract for four 3500-ton barges cancelled and the three yards at Houston have had seventeen contracts for 2500-ton barges cancelled. The Beaumont yard was constructed for this purpose and the cancellation of the contract will mean the dissolution of the company. J. J. Schultheiser is general manager and Ben S. Woodhead, a prominent lumberman, vice-president.

The Beaumont Shipbuilding & Dry Dock Company, headed by J. W. Link, a former Orange lumberman, has completed the first of the twelve marine railways authorized by the Emergency Fleet Corporation. The railway will be used largely to dry dock the Ferris type ships brought to Beaumont to have their machinery installed and will be available for general repair work when not so used. Mr. Link announced that the big 8000-ton dry dock will be ready for operation by March 1.

The shipbuilding firm of McBride & Law is figuring on the construction of a dry dock at Port Arthur, twenty miles south of Beaumont, for the purpose of doing general repair work.

An effort is being made to have the government locate one or more of its soldier colonization schemes on the cut-over land of east Texas. C. E. Walden, vice-president of the Sabine Tram Company, is taking an active interest in the proposition and already nearly half a million acres have been gotten together for that purpose.

J. M. Dullahan, formerly chief accountant for the Litcher & Moore Lumber Company of Orange has moved to Galveston where he will become assistant general manager of the National Shipbuilding Company of Texas.

Wm. Dixon, vice-president of the Payton Lumber Company of St. Louis, has been spending several days in east Texas picking up loose lumber.

◀ WISCONSIN ▶

The proposed establishment of a factory in Milwaukee or immediate vicinity for the manufacture of aircraft for the government is still in suspense. Woodworking interests, particularly the makers of veneers and other hardwood materials, have been anxiously awaiting definite word concerning the project. It is stated that the delay is due largely to the rapid changes and developments in the government aircraft program in recent weeks. However, hope is still held out that Milwaukee may become a seat of aircraft construction activities.

Articles of incorporation have been filed in behalf of the Hurlbutt-Tillman Lumber Company, Parrish, Wis. The capital stock is \$75,000 and the incorporators are Floyd J. Hurlbutt, Alfred Hurlbutt and Florence Tillman. The concern will engage in logging and lumbering operations near Antigo.

An estimated loss of \$10,000 or more was caused by fire of unknown origin which destroyed the machine, repair and blacksmith shop and roundhouse of the Foster-Latimer Lumber Company at Mellen, Wis., on October 31. The structures will be rebuilt at once in order to keep the saw and planing mills in continuous operation to fill direct and indirect government requirements.

The Oshkosh Trunk Company, Oshkosh, Wis., has passed into the ownership of L. C. Sunstein, vice-president of the Belber Trunk & Bag Company, Philadelphia. The plant was established in 1902 by the late Col. S. W. Hollister, Oshkosh. For the last three years it has been under the general management of J. H. Bartlett, who is retained by the new owners in the same capacity.

W. W. Brown, formerly lumber expert for the Hamilton Manufacturing Company, Two Rivers, Wis., manufacturing printing office furniture and fixtures, has entered the government aircraft service in a similar capacity and has opened headquarters in Oshkosh, Wis.

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



The Murray-Mylrea Machine Company, Antigo, Wis., is enlarging its power house and installing a new boiler, together with a complete new steam heating system for its foundry and machine shops, which are devoted principally to the manufacture and repair of sawmill and planing mill machinery, logging equipment, etc.

The A. M. Chesborough Lumber Company, Thompson, Mich., was obliged to close its mill and suspend operations temporarily at the close of October because of the acute shortage of labor and difficulties encountered in transportation of its products. The company employed from 500 to 600 people in ordinary times.

The George Ryan Company, Oshkosh, Wis., which operates a ship-building and ship repair yard on Lake Winnebago, is experiencing one of the busiest seasons in its existence. The concern is building five large boats for the Fox River Navigation Company and one tug for service on the Fox river and Lake Winnebago. All are of wood construction.

The poorest showing ever made in any one month since the establishment of the department was made in October by the building inspector's office at Milwaukee. There were issued 105 permits, valued at \$48,878, compared with 283 permits and a value of \$762,322, in October last year.

The Phoenix Chair Company, Sheboygan, Wis., is breaking ground for a four-story brick mill factory addition, 60 by 140 feet in size, to provide facilities required to fill large government orders.

The Racine Handle Company, Racine, Wis., has been incorporated with a capital stock of \$10,000 to engage in the manufacture of handles for tools, brooms, brushes, etc., and other hardwood specialties. The incorporators are Ralph E. Pugh, Robert V. Steele and M. E. Walker.

A first dividend of 5 per cent, amounting to \$2,489.78, has been declared and ordered paid to creditors of the Maxson Lumber Company, formerly doing business in the Majestic building, Milwaukee.

The Northwestern Manufacturing Company, Fort Atkinson, Wis., is running night and day shifts, 66 hours per week, to fill government contracts for office chairs. The latest order booked by the company calls for 1,000 chairs.

The Matthews Brothers Manufacturing Company, Milwaukee, is working on a government contract calling for 200 new type airplane propellers and twenty pontoons for seaplanes.

Wisconsin casket manufacturers are experiencing exceptionally good business but are badly hampered by the acute shortage of labor. Calls recently were issued by the United States Employment Service for twenty-

two men for the Northern Casket Company, Fond du Lac, Wis., and a considerable number for the Cream City Casket Company, Milwaukee.

Joseph H. Austin, general superintendent of the main factory of the Menasha Woodenware Company at Menasha, Wis., died Oct. 28 after an illness of more than a year's duration. He was 60 years of age and is survived by two sons and two daughters.

The beautiful Goodrich home at 420 Terrace Avenue, Milwaukee, has been purchased by Patrick Cudahy, a prominent meat packer, as a gift to his daughter and son-in-law, Mr. and Mrs. August C. Beck. Mr. Beck is president and general manager of the August C. Beck Company, Milwaukee, manufacturing hardwood flooring, boxes, etc.

George L. Stephenson, formerly of Marinette, Wis., and Milwaukee, and now a well known lumberman of Michigan City, Miss., spent several days in Milwaukee recently on business matters.

A federal grand jury sitting in Milwaukee has indicted two Wisconsin railroad corporations on charges of granting rebates to lumber manufacturers in violation of the Elkins act. The Chicago & North Western Railroad Company is indicted on charges of granting rebates to the Crocker Chair Company, Sheboygan; Menominee Bay Shore Lumber Company, Soperton, and the Holt Lumber Company, Oconto. It is alleged that the railroad has given rails free to these concerns in consideration of patronage in routing shipments over the line. The lumber companies likewise indicted on charges of accepting rebates. The "Soo Line," or Minneapolis, St. Paul & Sault Ste. Marie Railroad Company, also is indicted on similar charges involving the Goodman Lumber Company, Goodman, which is held on the charge of accepting rebates.

The chair factory operated with inmates of the Milwaukee County House of Correction manufactured 11,271 articles of this nature during September; 12,523 in August, and 12,041 in July, according to the latest quarterly report. The number of chairs remaining unsold on October 1 was 2,012.

The Hardwood Market

— < CHICAGO > —

The minds of the local trade are occupied mostly at present in shaping things up for normal business, which it is confidently expected will shortly

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Swain-Roach Lumber Co.

SEYMOUR, IND.

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Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

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Maple—2 cars 2½" No. 1 com. & better. Soft Elm—½ car
3", ½ car 2½" and 4 cars 8/4 Log Run. 1 car 4/4 No. 1
& No. 2 com. Red Gum, ½ car 10/4 No. 1 com. & better.
Quartered Red Gum, 1 car 4/4 Log Run Quartered Black
Gum; 3 cars 4/4 FAS Quartered White Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

be very brisk. The factory yards and dealers' yards are badly depleted and it is anticipated that stocks here will be replenished as quickly as possible, as it is certain there will be an early demand for the products into which factory stocks and dealers' stocks will go and necessarily these trades will want to be well supplied for raw material.

Already the interest in lumber offerings is showing an increase, and with embargoes off in this territory, the situation looks distinctly more favorable. Prices are being maintained very firmly, practically the only concessions being on items that have accumulated which mills are desirous of cleaning out of their yards to make room for fresh production.

The local trade is very much pleased over the prospects and is laying plans to take care of a very active business during the winter.

◀ BUFFALO ▶

The hardwood demand has shown little activity during the past two weeks, and business has had a good deal to contend with recently. The Spanish influenza has had its effect in checking business in various sections, and some members of the trade have been suffering for a week or two from its effects. A more lasting influence is the talk of the early ending of the war and of the suspension or cancellation of orders from war plants. Conditions are unsettled just now, for this latter reason, though numerous war plants are in the market for fair stocks.

While orders are not very numerous in hardwoods at present, some shipments are being made right along and the demand seems to be running largely to oak, ash and maple. Assortments are quite good here, though in some lines depletion is noticeable as the result of the difficulty in getting stocks from the mills. The shortage of labor, because of the draft and the influenza, has curtailed the mill forces greatly, and in some cases work has been suspended temporarily. Hardwood prices appear likely to be well maintained, because of the shortage in production.

◀ PITTSBURGH ▶

The hardwood business is extremely quiet. That is about all that can be said about it except that this line of business is still fairing much better than trade in the pines or in hemlock. Hardwood men feel worse the lack of automobile and furniture trade. Yard business is, of course, practically done for until Government regulations on building are changed. Those hardwood concerns which are busy are the ones which are handling government business almost entirely or those which have a pretty good line on the mining trade. Prices are holding fairly well, especially on oak but it is generally believed that current quotations will suffer some before January.

◀ BALTIMORE ▶

No important changes are to be reported in the hardwood trade here, dealers and mill men going ahead about as before, with a somewhat better feeling prevalent, now that the epidemic of influenza is on the wane and the working forces are once more getting in shape for more active pursuit of business. For a time mills and offices were badly crippled, and the strain upon those who remained at their tasks was great. In a short time affairs will be running regularly again, and the trade will be in a position to take advantage of any improvement which may set in. The outlook just now is anything but clear. It is a period when some of the old lines, among them the exports, are still hampered to the point of virtual interruption, with no new activities to make up. The conditions also are too unsettled to admit of a readjustment upon anything like a permanent basis. There are some new projects in contemplation, but they await the restoration of peace before they are taken up seriously with a view to early consummation, the existing state of affairs being against the launching of projects. Meanwhile, however, the range of values remains quite steady, even strong; and though the movement may be held down to narrow proportions, this appears to be without bad effect upon the quotations. Evidently, the stocks available are not so large as to exert pressure upon the market, and some items even show slight gains, though on the whole the list is much the same as it has been. The yards manifest a disposition to augment their holdings, entertaining the belief that the time is not far distant when they will be getting many more orders, with the supply not at all increased; and they want to be in a position to take care of this business. The after war status of the trade, in fact, is receiving much attention. So far the indications are too indefinite to indicate what special direction developments may take; but the trade feels confident that cessation of hostilities, with the removal of at least some of the restrictions now imposed, will bring out many more inquiries and perhaps inaugurate a period of prosperity not often duplicated. It is pointed out especially that foreign countries have not been getting any hardwoods and have drawn upon such home supplies as were available until these supplies were used up. With the return of peace will come the necessity for an extensive restoration, and it is very reasonable to assume that this country will be called upon to furnish big supplies of hardwoods, being the main source available. Activities at home have also been held up to a great extent, and in many directions a scarcity of products has developed, which is certain to stimulate a corresponding measure of activity to make up the deficiency. Lumber, unlike many other commodities, has not really profited by the war, the war requirements having fallen far short of a compensation for the arrested consumption in other directions. Attention, therefore, will naturally be

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CINCINNATI, OHIO

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turned toward these arrested wants as soon as the existing impediments are removed.

< COLUMBUS >

The hardwood trade in Ohio territory has ruled rather firm during the past fortnight. There is a good demand for lumber for essential government work and a good volume is moving. Retailers are not in the market for any considerable amount of hardwoods, as their stocks are generally sufficient for the present. On the whole the tone of the trade is good and future prospects are rather bright.

Factories making vehicles, including automobiles, gun carriages, agricultural implements and furniture are buying rather liberally. These factories are buying mostly for immediate needs and are not disposed to accumulate stocks under present conditions. Box factories are also buying well, as there is a good demand for boxes and packing cases.

Shipments are coming out fairly well, as railroad transportation has been improved. Permits are necessary in order to ship to non-war works, but there is little difficulty experienced in securing the permits. Building operations are pretty well throttled by the restrictions of the various boards of the federal government. In rural sections, despite the restrictions, there is considerable construction work going forward. As a result rural dealers are doing a fair business. Collections are not as good as formerly.

Oak and poplar are both strong. Chestnut is not as much in demand as formerly. There is an exceptionally good demand for ash and basswood and other hardwoods are unchanged.

< CLEVELAND >

All hardwoods are holding up firm in this market during the fortnight, and even though winter is at hand, with its seasonable dullness added to the apparent indifference of state and federal authorities as to whether Cleveland workers get housing or not, there is nothing to indicate that this market will react for the balance of this year at least. It is the contention of the bigger hardwood interests here that in spite of the high prices, which are only in keeping with those demanded all along the line until they get into consumers hands, dealers here are not making money in hardwoods. The high priced labor that still goes into the handling of the material at this point, as well as the many other items that go into cost of conducting the lumber business today, are such as to reduce to the smallest possible minimum any profit that may remain. And this is further reduced, it is claimed, by the meager outlet for all hardwoods, especially the items such as flooring and interior finishing, used mostly for housing purposes and which angle has been practically closed for the last two months. Meanwhile principal business is in heavy timbers, mostly oak, and thick sizes. These are being used principally in factory construction, which now seems to be the one best bet for the hardwood seller.

< EVANSVILLE >

While business has not been booming with the hardwood lumber manufacturers of the tri-state territory during the past ten days or two weeks, it has been steady and manufacturers say they see nothing in the outlook of a discouraging nature. The up-town mills in Evansville are being operated on steady time and a good many orders and inquiries are coming in from time to time. Manufacturers complain that it is hard to get the right kind of labor now. One manufacturer stated the other day that they are forced to take any class of labor, because of the labor shortage and that the men secured often prove incompetent and that they are able to get almost any wages that they demand. The smaller mills in southern Indiana, southern Illinois and western and northern Kentucky that were so greatly handicapped during the epidemic of Spanish influenza because of the large number of their employes who were stricken are running on better time now because of the fact that in most sections the epidemic has subsided. The country mills report they are short on logs, and that this is proving quite a serious handicap just now. The mills in Evansville are getting a better and larger supply of logs than they received several months ago and they probably will be able to operate on steady time the balance of the fall and winter. Manufacturers in this section say that none of the mills have large stocks of lumber on hand at this time and because of this it is expected that after peace has been declared and conditions get back to normal again, the mills will be rushed. The general opinion of manufacturers, as well as retail dealers of this section is that prosperity will be enjoyed by the men in the lumber business after the war. The demand for the best grades of hardwood lumber continues strong. Collections are good. Planing mills are doing little and building operations in southern Indiana towns are almost at a standstill. Various wood consuming plants in this city are being operated on steady time and veneer plants especially have been busy for the past few weeks.

< MEMPHIS >

Demand for hardwood lumber is increasing as a result of the smoother flow of permits covering shipments and as the order requiring permits is better understood. More inquiries have been received and more orders have been booked during the week just ended than during any period since the embargo became effective. Demand is still far from normal and volume of business is sharply below the average for this time of the

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4/4" No. 3 Com. SOFT ELM.....	30,000'
3/4" No. 1 Com. & Btr. BIRCH.....	84,000'
4/4" No. 1 Com. & Btr. BIRCH.....	108,000'
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8/4" No. 2 Com. & Btr. BIRCH.....	17,000'
4/4" No. 3 Com. BIRCH.....	51,000'
5/4" No. 3 Com. BIRCH.....	56,000'
4/4" No. 1 Com. & Btr. MAPLE.....	48,000'
4/4" No. 1 & No. 2 Com. MAPLE.....	270,000'
6/4" No. 2 Com. & Btr. MAPLE.....	316,000'
8/4" No. 2 Com. & Btr. MAPLE.....	10,000'
10/4" No. 2 Com. & Btr. MAPLE.....	34,000'
12/4" No. 2 Com. & Btr. MAPLE.....	58,000'
5/4" No. 3 Com. MAPLE.....	38,000'
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Milwaukee, Wisconsin

year but the increase in both is sufficiently large to attract attention of all branches of the trade. And, because of the modification of the permit order, making it possible to ship hardwood lumber into all destinations in Illinois and Wisconsin without permits, members of the trade here anticipate still further increase in both demand and movement.

There is a fairly active call for practically all items on the hardwood lists. Oak, gum, ash and hickory are among leaders. Low grade cottonwood and gum both show marked activity because of the large call from box interests. Cottonwood and gum box boards, too, are moving rather more freely. Dimension stock in both hickory and ash is wanted. Veneers, both sawn and sliced, are reported in very good call.

There is little, if any, change in prices. The majority of the trade still feel that prices must be maintained and that concessions simply mean loss.

Production is not increasing. It is, perhaps, decreasing. Logging operations are on a rather limited scale and indication for hardwood manufacture, with present labor conditions and the tendency toward voluntary curtailment, is far from encouraging.

LOUISVILLE

Partly due to the strong peace indications, and the fact that influenza has let up slightly, business is picking up somewhat with the hardwood trade. Inquiries have been much better for the past week or ten days, and orders are coming better. At the same time permits are being issued without anything like the usual delay that has been experienced, and shipments are getting out much better than had been expected. The market is firm, and showing no signs of weakness, with indications of higher prices due to the probable export demand expected to break as soon as peace details are wound up, and the fact that production has been light for several months past in some items, while all items have suffered during the past two months on account of influenza and other labor shortages.

There is at this time an excellent demand for oak, both in quartered and plain. Quartered oak is active in 4-4 and up, while plain oak is principally good in the thick stocks, although low grades are moving where prices are low enough. Ash has also been very active, with the market short of thick, wide firsts and seconds, and No. 1 common. Hickory is scarce but active, while hard maple has been very good in thick stocks. No better item is found in the hardwood list than poplar, which is good in every grade, from low common to firsts and seconds, and getting scarce at that. Gum is not showing much, neither is elm, due to lack of furniture and auto business. Walnut dimension stock hasn't been as active as it was, but there is a fair demand for mahogany. Veneers for government work have been in big demand, but commercially the demand hasn't been anything to brag about.

BEAUMONT

The hardwood market is on a standstill so far as actual shipments are concerned. The millmen would not have been in position to take care of a rush of orders if they had been at hand for the "flu" situation has kept their production far below normal, closing down several mills entirely. The recent heavy rains have made logging conditions bad and it would require radical changes in all directions to bring about normal conditions.

Inquiries continue to center mostly on special stuff with the mills unable to furnish anything but what may be found in their not overly stocked yards.

Hardwood dealers report that many of the manufacturing plants which use hardwood are practically out of business on account of the "flu" and this will make a demand from that section indefinite.

Hardwood men are looking on the situation optimistically and are content to take what orders come and be satisfied with that rather than try to turn out a production which conditions make almost impossible.

MILWAUKEE

The principal concern of northern hardwood lumber manufacturers at this time seems to be the matter of getting an adequate number of men for logging operations during the coming winter. While a large number of sawmills have government contracts, direct or indirect, which give them a preferred position in respect to retaining and procuring men, the supply of labor is altogether too small to meet requirements, both in the woods and in the mills and yards. It has been difficult to keep forces intact, due to the draft and the shifting of men to other industries. There is an especial shortage of carriage men in mills, although this will be temporarily relieved by the cessation of sawing for the winter by plants not equipped to operate after the freeze-up.

The entire state is being combed for hardwoods, principally walnut, basswood and hackberry, for urgent government needs. Scenes of fifty years ago are being repeated in southern Wisconsin, where such trees still remaining are being logged and floated down the streams to a central point for final selection and shipment to industries.

An open winter is predicted by M. C. Thorn and J. W. Foster, wardens of the Wisconsin Conservation Commission, who recently made a ten days' trip down the Tomahawk river in a canoe. The muskrats are in low and thin-walled houses; pussy willows were budding as late as November 1, and few ducks were seen, all of these signs being regarded as almost unfailing indications of an open season.

Advertisers' Directory

NORTHERN HARDWOODS.

American Lumber & Manufacturing Company.....7-47
Atlantic Lumber Co., Buffalo... 4
Barnaby, Charles H.....7-40
Blakeslee, Perrin & Darling.... 4
Boyle, Inc., Clarence..... 53
Buffalo Hardwood Lumber Co... 4
Cobbs & Mitchell, Inc..... 3
East Jordan Lumber Co..... 38
Elias, G., & Bro..... 4
Fathauer, Theo., Company..... 5
Hoffman Bros., Company.....7-28
Jackson & Tindle.....
Jones Hardwood Co..... 50
Kneeland-Bigelow Co., The.... 3
Mason-Donaldson Lumber Co...
McIlvain, J., Gibson, & Co..... 2
McLean, Hugh, Lumber Co.... 4
Miller, Sturm & Miller..... 4
Mitchell Bros. Co..... 3
Mowbray & Robinson Co.....7-46

Palmer & Parker Co.....
Stack Lumber Company..... 47
Standard Hardwood Lumber Co. 4
Stearns Salt & Lumber Co..... 6
Stimson, J. V.....7-56
Sullivan, T., & Co..... 4
Taylor & Crate..... 4
Tegge Lumber Co..... 48
Von Platen Lumber Company... 38
Wheeler-Timlin Lumber Co..... 39
Willson Bros. Lumber Company. 6
Wistar, Underhill & Nixon..... 38
Wood-Mosaic Company.....
Yeager Lumber Company, Inc... 4
Young, W. D., & Co..... 3

OAK.

See Lists of Manufacturers on page 7
Evans, G. H., Lumber Co.....
Long-Bell Lumber Co.....
Mowbray & Robinson Company.7-46

POPLAR.

Anderson-Tully Company.....2-11
Arlington Lumber Company...7-46

RED GUM.

Anderson-Tully Company.....2-11
Bellgrade Lumber Company.... 11
Bliss-Cook Oak Company.....7-14
Bonner, J. H., & Sons.....7-12
Brown, Geo. C., & Co..... 12
Brown & Hackney, Inc..... 12
Brown Land & Lumber Co..... 10
Brown, W. P., & Sons Lbr. Co...
Darnell, R. J..... 10
Ehemann, Geo. C., & Co..... 10
Evans, G. H., Lumber Co.....
Ferguson & Palmer Company... 12

Gayoso Lumber Company..... 11
Goodlander-Robertson Lumber Company7-12
Kraetzer-Cured Lumber Co..... 11
Memphis Band Mill Co..... 12
Miller Lumber Co.....7-45
Mossman Lumber Company..... 10
Paepeke-Leicht Lumber Co. 7-13-42
Penrod, Jurden & McCowen.... 12
Pritchard-Wheeler Lumber Co.7-11
Probst Lumber Company..... 50
Russe & Burgess, Inc..... 11
Sondheimer, E., Co..... 11
Stark, James E., & Co.....11-43
Stimson, J. V.....7-56
Stimson, J. V., Hardwood Co... 5
Stimson Veneer & Lumber Co... 10
Thane Lumber Co..... 10
Thompson-Katz Lumber Co.... 12
Three States Lumber Company.7-56
Welsh Lumber Co..... 10

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....
American Lumber & Mfg. Co...7-47
Anderson-Tully Company.....2-11
Archer Lumber Company..... 5
Arlington Lumber Company...7-46
Atlantic Lumber Co., Buffalo... 4
Beaumont Lumber Company... 14
Bellgrade Lumber Company.... 11
Bliss-Cook Oak Company.....7-14
Blakeslee, Perrin & Darling.... 4
Bonner, J. H., & Sons.....7-12
Boyle, Inc., Clarence..... 53
Brown, Geo. C., & Co..... 12
Brown Land & Lumber Co.... 10
Brown, W. P., & Sons Lbr. Co...
Brown & Hackney, Inc..... 12
Buffalo Hardwood Lumber Co... 4
Catlin, R. H., Company..... 50
Cornelius Lumber Company....
Crane, C., & Co..... 48
Darnell, R. J., Inc..... 10
Davis, Edw. L., Lumber Co.....
Dudley Lumber Company..... 10
Ehemann, Geo. C., & Co..... 10
Elias, G., & Bro..... 4
Evans, G. H., Lumber Co.....
Fathauer, Theo., Company..... 5
Ferguson & Palmer Company... 12
Galloway-Pease Company..... 5
Gayoso Lumber Company..... 11
Goodlander-Robertson Lumber Company7-12
Halfpenny, John, Inc..... 39
Hoffman Brothers Company.....7-28
Howe Lumber Company..... 6
Kraetzer-Cured Lumber Co..... 11
Kurz-Downey Company..... 5
Long-Bell Lumber Company....
Long-Knight Lumber Company.
Lawrence, P. J., Lumber Co.... 14
McIlvain, J. Gibson, & Co..... 2
McLean, Hugh, Lumber Co..... 4
Memphis Band Mill Company..7-12
Memphis Hardwood Flooring Co.
Miller, Sturm & Miller..... 4
Miller Lumber Co.....7-45
Mossman Lumber Company..... 10
Mowbray & Robinson Company.7-46

Nickey Bros. Inc..... 13-29
Norman Lumber Company.....
Paepeke-Leicht Lumber Co. 7-13-42
Penrod, Jurden & McCowen.... 12
Pritchard-Wheeler Lumber Co.7-11
Probst Lumber Company..... 50
Richardson, A. M., Lumber Co... 5
Russe & Burgess, Inc..... 11
Salt Lick Lumber Company.... 6
Sondheimer, E., Company..... 11
Standard Hardwood Lumber Company 4
Stark, James E., & Co.....11-43
Stern Lumber Co..... 46
Stimson, J. V., Hardwood Co... 5
Stimson Veneer & Lumber Co... 10
Sullivan, T., & Co..... 4
Swain-Roach Lumber Co.....7-46
Taylor & Crate..... 4
Thane Lumber Co..... 10
Thompson-Katz Lumber Co.... 12
Three States Lumber Co.....7-56
Uteley-Holloway Company.....7-53
Vestal Lumber & Manufacturing Co. 40
Welsh Lumber Co..... 10
Whitmer, Wm., & Sons..... 6
Willett, W. R., Lumber Co.....
Willson Bros., Lumber Co..... 6
Wisconsin Lumber Company... 55
Wistar, Underhill & Nixon..... 38
Yeager Lumber Co., Inc..... 4

LUMBER COMMISSION.

Alfred P. Buckley..... 51

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co.. 53
Anderson-Tully Company.....2-11
Astoria Veneer Mills & Dock Co. 32
Bird's Eye Veneer Company.... 31
Dean-Spicer Company, The.... 32
Hoffman Bros. Company.....7-28
Huddleston - Marsh Mahogany Company
Long-Knight Lumber Co.....
Louisville Veneer Mills.....
Mengel, C. C., & Bro. Co.....
Nickey Bros., Inc.....13-29
Ohio Veneer Company..... 48
Palmer & Parker Co.....
Pickrel Walnut Company..... 30
Rayner, J., Compny..... 36
Stark, James E., & Co.....11-43
St. Louis Basket & Box Co.... 31
Stimson Veneer & Lumber Co... 10
Wisconsin Cabinet & Panel Co.. 27
Wisconsin Veneer Company.....
Wood-Mosaic Company.....

MAHOGANY, WALNUT, ETC.

American Walnut Mfrs. Assn.... 1
Davis, Edw. L., Lumber Co.....
Hoffman Brothers Company...7-28
Huddleston-Marsh Mahogany Co.
Long-Knight Lumber Co.....

Mengel, C. C., & Bro. Co.....
Palmer & Parker Co.....
Pickrel Walnut Company..... 29
Purcell, Frank..... 14
Rayner, J., Company..... 53

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....7-14
Cobbs & Mitchell, Inc..... 3
East Jordan Lumber Company.. 38
Horner, William..... 6
Long-Bell Lumber Company....
Mason-Donaldson Lumber Co....
Memphis Hardwood Flooring Co.
Mitchell Bros. Company..... 3
Salt Lick Lumber Company.... 6
Stearns Salt & Lumber Co..... 6
Wilce, T., Company, The..... 36
Young, W. D., & Co..... 3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co..... 54
Hill-Curtis Co.....

SAWMILL MACHINERY.

Hill-Curtis Co.....
Sinker-Davis Co..... 41
Soule Steam Feed Works..... 56

WOODWORKING MACHINERY.

Mershon, W. B., & Co.....

LOGGING MACHINERY.

Chickasaw Cooperage Company.. 13
Godfrey, John F..... 38
Lidgerwood Manufacturing Co... 56

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works....
Philadelphia Textile Machinery Company 6

LUMBER INSURANCE.

Central Manufacturers' Mutual Insurance Company..... 48
Davis, A. J., & Co..... 39
Indiana Lumbermen's Mutual Insurance Company..... 48
Lumber Mutual Fire Insurance Company 48
Pennsylvania Lumbermen's Mutual Fire Insurance Company. 48

TIMBER ESTIMATORS.

Lauderburn, D. E..... 51

TIMBERLANDS.

Lacey, James D., Timber Co....
Lauderburn, D. E..... 51

MISCELLANEOUS.

Brookmire Economic Service... 38
Buck, Frank R., Co..... 51
Childs, S. D., & Co..... 53
Kane Manufacturing Company.. 32
Lumbermen's Credit Assn..... 48
Perkins Glue Company.....

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—MAN

Not subject to draft with lumber experience in cypress and gum, qualified to handle retail orders, do necessary bookkeeping, small yard and sawmill combined. Write

HAYES LUMBER CO., Hayes, La.

WANTED—SUPERINTENDENT

for large Northern plant, sawmill with many years' cut and yard in connection, operating continuously. Located in city of good size. Recite experience and give references. Address, "BOX 111," care HARDWOOD RECORD.

WANTED

A man with real selling ability for Pittsburgh and surrounding territory. Can use a good white pine and yellow pine salesman and also a good hardwood salesman for the yard and factory trade. Can also use a good all-round salesman for the large manufacturing plants. Do not apply unless you are a hard worker, steady and reliable in your habits and with good selling talent and personality. Compensation liberal, based on ability. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

WANTED—AN EXPERIENCED

man to take care of our humidity regulated dry kilns and lumber yard. None but high-class, experienced man need apply. Address, "BOX 114," care HARDWOOD RECORD.

EMPLOYMENT WANTED

SALES MANAGER

wants position. Fifteen years' experience. Married, 33 years old. Address, "BOX 99," care HARDWOOD RECORD.

LUMBER WANTED

WANTED—BASSWOOD

No. 2 and better, 4/4, for spot cash. Address "BOX 91," care HARDWOOD RECORD.

LUMBER WANTED FOR GOVERNMENT WORK

The daily Bulletins of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of Hardwoods for government departments and government contractors with lists of new contracts, prices, etc. Write for free sample bulletins.

POPLAR WANTED

25,000' 16/4 select and better Poplar. Must be dry for government purpose. THE PROBST LUMBER CO., Cincinnati, O.

QUARTERED WHITE OAK STRIPS

WANTED

1sts and 2nds 2 1/2" to 5 1/2" wide direct from Kentucky or Indiana mills. LANHAM HARDWOOD FLOORING CO., Louisville, Ky.

WANTED

3 cars 4/4 sound wormy Chestnut. S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

WANTED TO BUY

Hard and soft wood Slabs and Edgings, 12", 16", 24", 30" and 48" for fuel wood. Also Cordwood. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

WANTED

20 cars 6/4 log run elm; 10 cars 4/4 clear faced quartered white oak strips, 3, 4, 4 1/2 and 5" wide. Quote delivered prices on each grade f. o. b. cars Thomasville. T. J. FINCH & BROTHER,

Thomasville, N. C.

WANTED CARLOAD LOTS

Hickory, Maple, Beech or Oak Cordwood, dry Hardwood Sawdust. Cash with order.

J. C. MALONEY, Swissvale, Pa.

WANTED FOR CASH

2 cars Oak Squares 2"x2"-30"
2 cars 3" FAS & No. 1 Com. Oak 7' & 14'
2 cars 10/4 FAS & No. 1 Com. Oak 7, 8, 14 & 16'

JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana.

WANTED TO BUY

Two or three million feet of Black Walnut logs and timber to manufacture gunstocks for the government.

Also oak and other hardwood.

J. W. FRYE LUMBER CO., Dayton, O.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WANTED—BLACK WALNUT LOGS

For Government Work.

Will inspect when loaded and pay cash.

THE STEELE-ALDERFER COMPANY,

Cuyahoga Falls, Ohio.

DIMENSION STOCK FOR SALE

FOR SALE

Hardwood Dimension Stock

1 car Hickory 1"x3-12" wide x 8" to 72" lg. D2S
1/2 car White Oak 1 1/2" to 5 1/2" thick x 2 1/2" wide x 11' to 16' long

1 car 1"x1" Hickory Squares

1 car 3/4" Hickory Dowels 12" to 44" long

Will quote very low prices.

G. ELIAS & BRO., INC., Buffalo, N. Y.

DIMENSION STOCK WANTED

WANTED TO BUY

5 cars 2x2-30" Clear Oak Squares.
5 cars 2x2-19" Clear Oak Squares.
5 cars 1 1/2 x 1 1/2 -19" Clear Oak Squares.
10 cars 1 1/2 x 1 1/2 -20 and 40" Clear Oak Squares.
5 cars 1 1/4 x 2 1/4 -5' clear Oak.
5 cars 1 1/2 x 2 1/2 -5' clear Oak.
10 cars 1 1/4 x 2 and 2 1/4 -40" clear Oak.

Write for orders to cut. We are always in the market.

THE PROBST LUMBER CO., Cincinnati, Ohio.

WANTED—CLEAR OAK SQUARES

2 1/2 x 2 1/2 x 30". Would like to place order for 5 to 10 cars—dry stock or contract for same to be cut and shipped later. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

TIMBER LANDS FOR SALE

TIMBER AND LAND FOR SALE

5,000 acres Maple, White Pine, Spruce, Hemlock, Birch, Balsam and Cedar. Land is level and gently rolling; good soil. Timber easily logged; close to railroad, near Soo Junction, Upper Peninsula, Michigan.

Owners are part in hands of an Estate, part retired business men. Price \$35.00 per acre; will warrant an investment to resell to double money. If operated money could be doubled many times.

Will give time to estimate and look property upon payment of forfeit. Will guarantee our estimates. Without doubt the best buy in Michigan. Interested parties write at once to

H. F. BOUGHEY, Traverse City, Mich., for terms, estimates, maps, etc.

TIMBER FOR SALE

HARDWOOD AND CYPRESS TIMBER

for sale to the highest bidder. Bids will be received by D. E. Lauderburn, Forest Engineer, Presbyterian Bldg., New York, up to and including November 30, 1918, for all the merchantable timber on certain designated areas amounting to 1,055 acres, more or less, comprising all the timbered areas on the Burbank Sugar Tree Grove Farm near Smith Mills, Henderson Co., Ky., estimated to be 9,698,000 ft. B. M., more or less, of Oak, Gum, Cypress, Maple, Elm, Ash, Hickory, Cottonwood, Sycamore, Walnut, and other kinds of hardwoods. No bid less than \$50,000 will be considered. The right to reject any and all bids is reserved. Full information concerning the timber, conditions of sale, and other details may be obtained from D. E. Lauderburn, Presbyterian Bldg., New York.

FOR SALE—480 ACRES

(Timber Only) in Shelby County, Tex., near railroad, 60% Oak, ranging from 2 to 5 feet in diameter. Also 640 acres Yellow Pine in Lee Co., Fla. J. D. LEISURE, Columbus, Ind.

LUMBER FOR SALE

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills. The mills make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, Lumbermen's Bureau, 810 Munsey Building, Washington, D. C.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FOR SALE—BASSWOOD

5/4 & 6/4 No. 2 common. Can dress and resaw if desired. WALTER C. MANSFIELD, Menominee, Mich.

FOR SALE—SMALL CAR

Of Black Walnut cuttings 4" and up to 14" wide; 12" to 72" long. Kiln-dried, dressed on two sides. About two-thirds 1 1/8" and one-third 1 1/4". 35% firsts and seconds, 35% No. 1 Common.

THE BUCKSTAFF COMPANY, Oshkosh, Wis.

WE HAVE FOR SALE

200,000 feet 4/4 Red and White Oak, consisting of the siding and regular lengths, mostly No. 1, No. 2 and No. 3 Common; small amount of FAS. Address, "BOX 112," care HARDWOOD RECORD.

FOR SALE

38,700 ft. 1" FAS Plain Red Oak.
10,500 ft. 1" FAS Quartered White Oak.
57,000 ft. 1 1/4" FAS Quartered White Oak.
46,000 ft. 1 1/2" FAS Quartered White Oak.
16,192 ft. 2" FAS Quartered White Oak.
25,000 ft. 5/4 & 6/4 No. 1 Com. Elm.
14,000 ft. 2" FAS Birch & Maple.
60,000 ft. 1" FAS Maple.
40,000 ft. 1 1/4" FAS Maple.
1,000 ft. 1" curly Poplar.

All above thoroughly dry except Elm, which is four months' dry. THE G. C. KUHLMAN CAR CO., Cleveland, Ohio.

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

MACHINERY FOR SALE

FOR SALE

VENEER MILL EQUIPMENT

Three (3) Smith, Myers & Schnier veneer saws; 15 sets of segments; all dry kiln equipment; two (2) one-hundred horsepower Sinker-Davis boilers, which are practically new; one (1) one-hundred twenty-five horsepower Sinker-Davis engine, practically new; one (1) two hundred thirty-volt dynamo; one (1) 6x7 upright engine, and other minor equipment. This machinery will be sold as a whole or in part. DIAMOND VENEER CO., Edinburg, Ind.

MEDIUM SINKER—DAVIS

circular mill with top rig, three head-block 20 ft. carriage, with steel wheels, wire rope friction feed, complete with top saw, Knight dogs, and ready to run. Just installing a band mill, and used this mill up to about ten days ago; can be seen at our plant in Holmesville; price, \$600.00.

BROWN & HARRIS LUMBER CO.,
Holmesville, Ohio.

FOR SALE

12 tons usable Railroad Spikes.
5-60 ton Railroad frogs. Standard gauge
1 ton usable track bolts.
GURNEY LUMBER CO., Gurney, Wis.

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

BUSINESS OPPORTUNITIES

HIGH-CLASS MANUFACTURING AND

wholesale lumber company, holding unusual location and opportunity, desires to increase capital from \$50,000.00 to \$100,000.00. Have position for experienced hardwood office man, also manager of entire hardwood operation. Don't apply unless you have both capital and ability. Or we offer an absolutely sound 10% investment for money without services. Good investment for retired lumberman; the funds of an estate; or we can use a young man with capital and stenographic ability who desires to learn the lumber business. Address "OPPORTUNITY," care HARDWOOD RECORD.

HARDWOODS FOR SALE

LUMBER

ASH

NO. 1 & 2 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR., 5/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, 4/4", 12 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 5/4" & 1 1/2", reg. wdths. & lgths., 6 mos. dry. FAS, 5/4" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
NO. 1 C. & BTR., black, 4/4, 6/4 & 8/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.
NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry. NO. 3 C., 4/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.
COM. & BTR., 4/4-8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4, 6/4 & 8/4". LONG-KNIGHT LUMBER CO., Indianapolis, Ind.
NO. 1 C., 4/4-8/4", 4" & up, 8-16', 6 mos. dry. MOWBRAY-ROBINSON CO., Cincinnati, Ohio.
SEL., 4/4", 5/4, 8/4", 4-6 mos. dry; NO. 1 C., 4/4", 6 mos. dry; 8/4", 5-7 mos. dry; NO. 2 C. & 3 C., 4/4", 6-8 mos. dry; NO. 2 C., 8/4", 5-7 mos. dry. NICKY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 4/4 & 8/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.
NO. 2 C., 4/4", reg. wdths. & lgths., 4 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.
COM. & BTR., 8/4". WELSH LUMBER CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4", reg. wdths. & lgths., 2 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

BASSWOOD

NO. 1 C., 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", good wdths. & lgths., dry. BUF-FALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 10/4" & 12/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR., white, 5/4", reg. wdths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
NO. 2 & BTR., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.
NO. 2 C. & BTR., 4/4 & 10/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.
NO. 3 C., 5/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.
NO. 3 C., 5/4"; NO. 1 C., 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.
NO. 1 C., 4/4", 4" & up, 8-16', 6 mos. dry; LOG RUN, 4/4", 5/4", 4" & up, 8-16', 6 mos. dry. MOWBRAY-ROBINSON CO., Cincinnati, Ohio.
NO. 1 & 2, 8/4", reg. wdths. & lgths., 1 yr. dry; NO. 2, 4/4", reg. wdths. & lgths., 1 yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.
ALL grades 4/4", good wdths. & lgths., 3 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BEECH

NO. 2 & BTR., 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.
NO. 2 C. & BTR., 5/4 & 8/4", reg. wdths. & lgths., dry; NO. 3 C., 5/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

BIRCH

FAS, sap, 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 2 C., 6/4". THEO. FATHAUER CO., Chicago, Ill.
NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, 10/4, 12/4 & 16/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.
FAS & NO. 1 C., 6/4", 6" & wider, 8" & longer, 18 mos. dry; NO. 2 & 3 C., 8/4", reg. wdths. & lgths., 1 yr. dry; NO. 1 & BTR., 1 1/2", reg. wdths. & lgths., 2 yrs. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.
NO. 2 C. & BTR., 4/4", good wdths. & lgths., 6 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. wdth. & lgth. 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C., 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS 4/4", good wdths. & lgths., dry. BUF-FALO HARDWOOD LUMBER CO., Buffalo, N. Y.
ALL grades 4/4", good wdths. & lgths., 4 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

COTTONWOOD

BOX BDS., 1x9-12"; NO. 1, 5/4"; DOG BDS., 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 & PANEL, 4/4", 18 & up. ANDERSON-TULLY CO., Memphis, Tenn.
BOX BDS., 4/4", 9-12", 13-17', reg. lgths., 7 mos. dry; FAS, 4/4", reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

FAS. 8 1/4" & 12 1/4", reg. widths & lgths., 7 mos. dry; NO. 1 C., 4 1/4", reg. widths & lgths., 6 mos. dry; NO. 2 C., 4 1/4", reg. widths & lgths., 6 mos. dry; NO. 1 C. & 2 C., 5 1/4", reg. widths & lgths., 5 mos. dry; BOX BDS., 4 1/4", 8-12", reg. lgths., 8 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4 1/4", 12" & wider, reg. lgths., 7 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

CYPRESS

SHOP, old grade, 4 1/4" & 5 1/4"; NO. 1 & 2 C., old grade, 8 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS. 4 1/4"; SEL., 4 1/4, 5 1/4, 6 1/4 & 8 1/4"; SHOP & BTR., 10 1/4 & 12 1/4"; NO. 1 SHOP, 4 1/4, 5 1/4, 6 1/4 & 12 1/4"; PECKY, 4 1/4, 5 1/4, 6 1/4 & 8 1/4". ANDERSON-TULLY CO., Memphis, Tenn.

COM. 4 1/4, 5 1/4 & 8 1/4", ran. width & lgth., 4 mos. dry; FAS. SEL., and NO. 1 SHOP, all 4 1/4, 5 1/4, 6 1/4 & 8 1/4", ran. width & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

SEL., NO. 1 SHOP, 4 1/4", 6-8 mos. dry; NO. 1 & 2 C., 5 1/4", 6-8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

SEL., 4 1/4", reg. widths & lgths., 10 mos. dry, old rules; NO. 1 & 2 C., 8 1/4", reg. widths & lgths., 6 mos. dry, old rules; NO. 2 C., 4 1/4", reg. widths & lgths., 5 mos. dry, old rules; NO. 1 C., 4 1/4", reg. widths & lgths., 6 mos. dry, old rules. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4 1/4-16 1/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 6 1/4 & 8 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 5 1/4, 6 1/4 & 10 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 6 1/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS. 10 1/4", good lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 4 1/4, 5 1/4 & 12 1/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN 12 1/4", reg. width, 14-16", air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS. 8 1/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN 6 1/4-12 1/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 & BTR., 5 1/4", wide; NO. 2 & BTR., 8 1/4 & 12 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

LOG RUN, 8 1/4 & 16 1/4", reg. widths & lgths., 4 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

ELM—ROCK

NO. 1 & BTR., 8 1/4, 10 1/4 & 12 1/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 6 1/4, 8 1/4, 10 1/4 & 12 1/4", reg. widths & lgths., dry; NO. 3 C., 6 1/4 & 8 1/4", reg. widths & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 & BTR., 8 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 2 & BTR., 6 1/4", reg. widths & lgths. 1 yr. dry; NO. 2 & BTR., 5 1/4", reg. widths & lgths., 8 mos. dry. WHEELER-TIMLIN CO., Wausau, Wis.

GUM—SAP

NO. 1 C., 5 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS. 4 1/4, 5 1/4, 6 1/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4-8 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS. 4 1/4", reg. widths & lgths., 7 mos. dry; BOX BDS., 4 1/4", 9-12, 13-17, reg. lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4 1/4, 5 1/4, 6 1/4 & 8 1/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & 3 C., 4 1/4", reg. widths, 14-16", thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

BOX BDS., 4 1/4", 8-12", reg. lgths., 9 mos. dry; BOX BDS., 4 1/4", 13-17", reg. lgths., 9 mos. dry. GEO. C. EHEMANN CO., Memphis, Tenn.

FAS. 4 1/4", 6 & wider, reg. lgths., 10 mos. dry; NO. 1 C., 4 1/4", 4 & wider, reg. lgths., 10 mos. dry; NO. 2 C., 4 1/4", 3 & wider, reg. lgths., 10 mos. dry; BOX BDS., 4 1/4", 13-17, reg. lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4 1/4-6 1/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 3 C., 4 1/4 & 8 1/4". RUSSE & BURGESS, INC., Memphis, Tenn.

BOX BDS., 4 1/4", 13-17, reg. lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

FAS. 4 1/4", 13" & up; NO. 2 C., 4 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

BOX BDS., 4 1/4, 9-12, 13-17; FAS. 4 1/4", 13" & up; NO. 1 C., 5 1/4; NO. 2 C., 4 1/4". UTLEY-HOLLOWAY, Chicago, Ill.

FAS. 6 1/4". WELSH LUMBER CO., Memphis, Tenn.

BOX BDS., 4 1/4", 13-17, reg. lgths., 6 mos. dry; NO. 1 & 2 C., 4 1/4", reg. widths & lgths., 5 mos. dry; FAS. 5 1/4", reg. widths & lgths., 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

NO. 1 C., 4 1/4 & 5 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS. NO. 1 C., 4 1/4, 5 1/4, 6 1/4". ANDERSON-TULLY CO., Memphis, Tenn.

COM. & BTR., 4 1/4", 8 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4 1/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS. 4 1/4, 5 1/4 & 8 1/4", reg. widths & lgths., 7 mos. dry; NO. 1 C., 4 1/4, 5 1/4 & 8 1/4", reg. widths & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4 1/4, 5 1/4, 6 1/4 & 8 1/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 4 1/4", reg. widths, 14-16", thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

COM. & BTR., 4 1/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. 4 1/4", reg. width & lgth., dry. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS. NO. 1 C., 4 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS. NO. 1 C., 5 1/4". UTLEY-HOLLOWAY CO., Chicago, Ill.

NO. 1 C. 5 1/4", reg. widths & lgths., 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4 1/4, 5 1/4 & 6 1/4; NO. 1 C. & BTR., sap no def. 8 1/4"; FAS. NO. 1 C., 8 1/4". ANDERSON-TULLY CO., Memphis, Tenn.

COM. & BTR., 4 1/4-12 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS. NO. 1 C., 4 1/4, 5 1/4, 6 1/4 & 8 1/4", reg. widths & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS. 8 1/4", 6 & wider, reg. lgths., 10 mos. dry; NO. 1 C., 8 1/4", 4 & wider, reg. lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4 1/4-12 1/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4 1/4", ran. width & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 4 1/4", reg. widths & lgths., 6 mos. dry; COM. & BTR., 5 1/4, 6 1/4", reg. widths & lgths., 8 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

FAS. 4 1/4 & 8 1/4"; NO. 1 C., 4 1/4 & 8 1/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

COM. & BTR., 8 1/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., fig. 4 1/4", reg. widths & lgths., 5 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—TUPELO

ALL grades 4 1/4, 5 1/4, 6 1/4 & 8 1/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

GUM—MISCELLANEOUS

FAS. qtd. black, 4 1/4", 6" & wdr. reg. lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

BOX BDS., 4 1/4", 8-12" and 13-18". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

HACKBERRY

LOG RUN, 4 1/4", reg. widths & lgths., 4 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

LOCUST

LOG RUN, 4 1/4", reg. widths & lgths., 5 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

MAHOGANY

FAS. NO. 1 C., SHORTS & WORMY, 1/2-16 1/4", plain & figured, Mexican & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago.

MAPLE—HARD

FAS. 8 1/4", good lgths., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4 1/4", good widths, 50% 14-16"; 2 yrs. dry; FAS. 10 1/4", good widths, 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4 1/4 & 5 1/4", reg. width & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS. squares, 4/4 to 16/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS. 4 1/4 & 8 1/4"; NO. 1 C., 4 1/4 & 6 1/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 & BTR., 10 1/4, 12 1/4 & 14 1/4"; QTD. sawed, 6 1/4 & 8 1/4"; NO. 2 & BTR., 4 1/4, 5 1/4, 6 1/4 & 8 1/4"; NO. 3, 4 1/4, 5 1/4 & 6 1/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 5 1/4", good widths & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS. 4 1/4"; NO. 2 & BTR., 5 1/4 & 8 1/4"; NO. 2 C., 6 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

LOG RUN 12 1/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

FAS. & NO. 1 C., 6 1/4", 6" & wider, 8' and longer, 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

LOG RUN 8 1/4". WELSH LUMBER CO., Memphis, Tenn.

ALL grades 4 1/4-8 1/4", good widths & lgths., 4 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

MAPLE—SOFT

FAS. 4 1/4-16 1/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 & BTR., 4 1/4-6 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths, std. lgths., 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 1 & NO. 2 C., 4 1/4; NO. 3 C., mixed, 4 1/4"; NO. 1 C. & BTR., 10 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C., 4 1/4", good widths, 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3 1/4, 4 1/4, 6 1/4". BELLGRADE LUMBER CO., Buffalo, N. Y.

FAS. 4 1/4", good widths, reg. lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS. 10 1/4", reg. width & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 2 C., 5/8", reg. widths, 14 & 16", thoroughly air-dried; NO. 3 C., 3/4", reg. widths, 14 & 16", thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

FAS. 5 1/4", 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., white & red, 4 1/4", reg. lgths. dry. KNEELAND-BIGELOW CO., Bay City, Mich.

COM. & BTR., 10 1/4" & 12 1/4". LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

FAS. 4 1/4", 6", 8-16", 1 yr. dry. MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C., 3/4", 6 mos. dry; NO. 1 & 2 C., 4 1/4", 4-6 mos. dry; NO. 1 C., 5 1/4", 5 mos. dry. NO. 1 C., 6 1/4", 6-8 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

FAS. 3/8, 1/2, 5/8". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 2 C., 4 1/4", good widths & lgths., 8 mos. dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & SEL., 8 1/4", reg. widths & lgths., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 C. & BTR., 4 1/4-16 1/4", reg. widths, std. lgths., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS. 4 1/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4 1/4-6 1/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS. 1/2", 5-7 mos. dry; FAS. 5/8", 4-6 mos. dry. NICKEY BROS., INC., Memphis, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4 1/4 & 6 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4 1/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS. 10 1/4", good widths, reg. lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C., 5/8", reg. lgths., 14-16", thoroughly air-dried. R. J. DARNELL, INC., Memphis, Tenn.

NO. 1 C., 10 1/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C. & BTR., 8 1/4 & 10 1/4", reg. lgths. KNEELAND-BIGELOW CO., Bay City, Mich.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

COM. & BTR., 4/4-16/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
FAS, 4/4-8/4", 6" & up, 8-16", 2 yrs. dry; NO. 1 C., 8/4", 6" & up, 8-16", 1 yr. dry. **THE MOWBRAY & ROBINSON CO.,** Cincinnati, Ohio.
SEL., 5/4", 6" & up, 8 mos. dry; NO. 1 C., 4/4, 5/4", 4-6 mos. dry; NO. 2 C., 4/4", 5 mos. dry; NO. 3 C., 4/4", 6-9 mos. dry; NO. 1 C., 6/4", 5-7 mos. dry. **NICKEY BROS., INC.,** Memphis, Tenn.
NO. 1 C., 1/2, 5/4"; NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry; **FAS, 12/4", 6" & up, std. lgth., 1-2 yrs. dry.** **YEAGER LUMBER CO.,** Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.
NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.
STRIPS, 4/4"; NO. 1 C., 1 1/2-5 1/2, 14-16", thoroughly air-dried. **R. J. DARNELL, INC.,** Memphis, Tenn.
FAS, 3/4 & 1/2", 6" & up, 8' & up, 8 mos. dry; **FAS, 4/4", reg. wdths. & lgths., 4 mos. and over dry;** **STRIPS, 4/4", 2 1/2-5 1/2, reg. lgths., 6 mos. dry.** **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
CLR. STRIPS, 5/4", 8-16", 2 yrs. dry; **FAS, 4/4, 5/4, 6/4", 6" & up, 8-16", 2 yrs. dry.** **THE MOWBRAY & ROBINSON CO.,** Cincinnati, Ohio.
FAS, 1/4"; NO. 1 C., 3/4 & 4/4", 6-9 mos. dry; **FAS, NO. 1 C., 3/4", 8 mos. dry;** **FAS, 3/4", 6 mos. dry;** **SEL., 3/4", 6" & up, 6-9 mos. dry;** **NO. 2 C., 4/4", 8 mos. dry;** **NO. 1 & 2 C., 5/4", 4-6 mos. dry;** **NO. 1 C., 6/4", 6-9 mos. dry.** **NICKEY BROS., INC.,** Memphis, Tenn.

OAK—MISCELLANEOUS

ALL grades R. & W., 4/4", 4 mos. dry. **CORNELIUS LUMBER CO.,** St. Louis, Mo.
NO. 3 C. 4/4"; CROSSING PLANK 12/4". **PENROD, JURDEN & McCOWEN, INC.,** Memphis, Tenn.
FAS R. & W., 8/4"; COM. & BTR., R. & W., 12/4". **WELSH LUMBER CO.,** Memphis, Tenn.
BCKG. BDS., 3/4-5/4", reg. wdths. & lgths., 6-12 mos. dry. **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
CROSSING PLK., red and white, 12/4", 8, 10 & 12", reg. lgths., 3 mos. dry; **NO. 3 C., red and white, 6/4", reg. wdths. & lgths., 5 mos. dry.** **WISCONSIN LUMBER CO.,** Chicago, Ill.

PECAN

LOG RUN, 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

POPLAR

SAP & SEL., 4/4, reg. wdths., good lgths., 1 yr. dry. **BUFFALO HARDWOOD LUMBER CO.,** Buffalo, N. Y.

NO. 1 C., 6/4", 2 yrs. dry. **G. ELIAS & BRO., INC.,** Buffalo, N. Y.
COM. & BTR. 5/8 & 4/4", ran. wdth. & lgth., 6-8 mos. dry. **LOUISVILLE VENEER MILLS,** Louisville, Ky.
NO. 2 C., 5/4, 6/4, 8/4", 4" & up, 8-16", 6 mos. dry; **NO. 1 C., 12/4", 6" & up, 8-16", 6 mos. dry;** **SAP & SEL., 6/4", 4" & up, 8-16", 6 mos. dry;** **FAS, 6/4, 10/4, 12/4 & 16/4", 7" & up, 8-16", 6 mos. dry.** **THE MOWBRAY & ROBINSON CO.,** Cincinnati, Ohio.
NO. 2 & 3 C., 4/4", good wdths. & lgths., 4 mos. dry; **NO. 1 C. & BTR., 12/4 & 16/4", fine wdths., good lgths., 3 mos. dry.** **WILLSON BROS. CO.,** Pittsburgh, Pa.
NO. 2 C. 8/4". **WELSH LUMBER CO.,** Memphis, Tenn.
NO. 1 C. & BTR., 5/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. **YEAGER LUMBER CO.,** Buffalo, N. Y.

SYCAMORE

LOG RUN & NO. 2 C. & BTR., 5/4 & 6/4". **ABERDEEN LUMBER CO.,** Pittsburgh, Pa.

WALNUT

NO. 2 C. 4/4", reg. wdth. & lgth. **BLAKES-LEE, PERIN & DARLING,** Buffalo, N. Y.
FAS, NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry; **COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos. dry.** **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
FAS, NO. 1 C., 4/4"; NO. 2 C., 5/4, 6/4 & 8/4". **LONG-KNIGHT LUMBER CO.,** Indianapolis, Ind.

FLOORING—MAPLE

CLR., 1 1/2"x2", reg. lgths., dry; **PRIME, 1 1/2"x4", 1 1/2"x4, reg. lgths., dry.** **KNEELAND-BIGELOW CO.,** Bay City, Mich.

VENEER—FACE

GUM—RED

QTD., FIG'D, any thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**
FIG., all thicknesses. **NICKEY BROTHERS, INC.,** Memphis, Tenn.

MAHOGANY

ANY thickness. **THE DEAN-SPICKER CO.,** Chicago, Ill.
PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. **HUDDLESTON-MARSH MAHOGANY CO.,** Chicago, Ill.
ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

MISCELLANEOUS

ALL Northern hardwoods, sawed all thicknesses, up to 23". **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
ALL Southern hardwoods, rotary cut, any thickness, any size. **PENROD, JURDEN & McCOWEN, Memphis, Tenn.**

OAK—PLAIN

SWD. 1/20-1/4". **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. **THE DEAN-SPICKER CO.,** Chicago, Ill.
SWD. 1/20-1/4". **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.
ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**
SWD., white, all thicknesses. **NICKEY BROTHERS, INC.,** Memphis, Tenn.

WALNUT

ANY thickness, sawed or sliced. **THE DEAN-SPICKER CO.,** Chicago, Ill.
1/20-1/4". **HOFFMAN BROS. COMPANY,** Fort Wayne, Ind.
ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**
SL. & RTY. CUT. **HUDDLESTON-MARSH MAHOGANY CO.,** Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. **PICKREL WALNUT CO.,** St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

POPLAR

ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.,** Chicago, Ill.

GUM

QTD. FIG., any thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

MAHOGANY

ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**
STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.,** Chicago, Ill.

OAK

ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.,** Chicago, Ill.
ANY thickness. **LOUISVILLE VENEER MILLS, Louisville, Ky.**

BAND SAW MILLS
 Wildsville, La.—Varnado, La.—Meridian, Miss.

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 VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

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We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

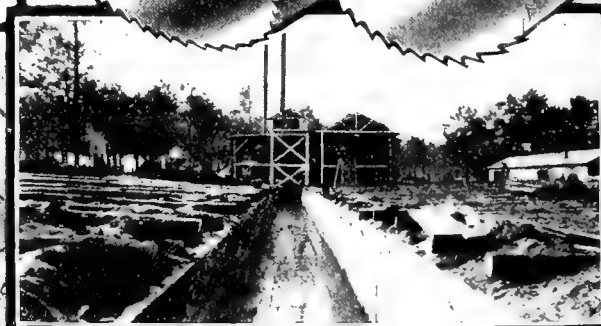
All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Trench Timber "Over There" cut with Atkins Saws



'Over There' Atkins Saws are Cutting these Logs



This Mill "Over There" is using Atkins Saws

Atkins Silver Steel Saws

fit in with that famous slogan "CARRY ON", which typifies the glorious spirit of American Soldiers and our Allies who are determined to WIN THE WAR. ☐ The high quality of SILVER STEEL SAWS, connected with the great and splendid spirit of the men BEHIND THE GUNS, make it possible to CARRY ON TO VICTORY. ☐ Battle Slogans are indeed strengthened when the men who utter them are backed by the "Finest on Earth." ☐ Over sixty years' experience at saw making means ATKINS ALWAYS AHEAD. ☐ Mr. Millman "Over Here", if you are not using Atkins Saws, write the nearest point below for catalog.

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Quick Action



DUE to war conditions the word speed can now be applied to delivery only in the relative sense. Speed depends on the individual shipper's facilities, among which are: Centralized Production (we cut from one solid tract of St. Francis Basin hardwoods and on one 25,000,000 feet capacity mill); Adequate Stocks (we carry a constant stock of 15,000,000 feet on a mill yard so constructed that uneven drying is impossible); Good Transportation (we are well taken care of in this particular); Contact With Customers (our sales office is in the heart of buying territory, making possible prompt attention to and personal study of customer's requirements). Our shipments are in all cases full, straight National grades.

Our latest New Idea Stock List contains some interesting items—write for it.

Sincerely,

WIS

WISCONSIN LUMBER CO.

CHICAGO
BAND MILLS-DEERING, MO.

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STIMSON VENEER & LUMBER CO.
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J. V. STIMSON HARDWOOD CO.
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4 Cars 1" Boxboards, 13" to 17"
3 Cars 1" Boxboards, 8" to 12"
4 Cars 1" FAS., 6" to 12"
5 Cars 1" No. 1 Common
5 Cars 1 1/2" No. 1 Common
4 Cars 1" No. 2 Common
2 Cars 1 1/2" No. 2 Common
3 Cars 2" FAS.

GUM

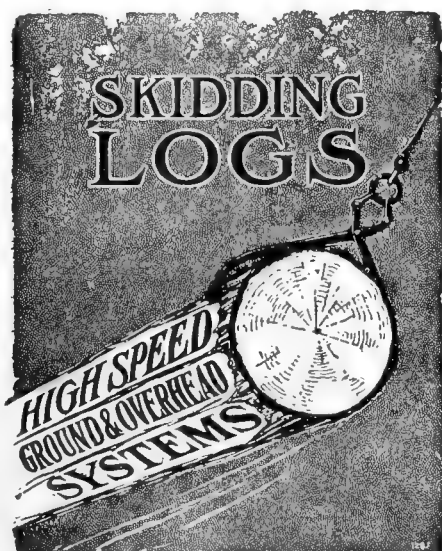
6 Cars 1" FAS. Sap
5 Cars 1 1/2" FAS. Sap
3 Cars 1 1/2" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1 1/2" FAS. Red
2 Cars 1 1/2" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

OAK

5 Cars 1" FAS. Red
2 Cars 1" FAS. White
2 Cars 1 1/2" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Com. Red
2 Cars 1" No. 1 Com. White
5 Cars 1" No. 2 C. Red & White
2 Cars 2 1/2" No. 1 Com. & Btr.
Plain Red Oak
2 Cars 3" No. 1 Com. & Btr.
Plain White Oak
5 Cars 2" Log Run Elm
5 Cars 1" Log Run Elm
3 Cars 1 1/2" Log Run Elm
4 Cars 1 1/2" Log Run Elm
3 Cars 2" Log Run Maple
2 Cars 12/4" Log Run Maple
2 Cars 6/4" Log Run Maple
2 Cars 5/4" Log Run Maple
3 Cars 1" No. 1 Com. & Btr.
Sycamore
5 Cars 1" No. 2 & No. 3 Com.
Sycamore
2 Cars 2" Select & Better Cypress

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices



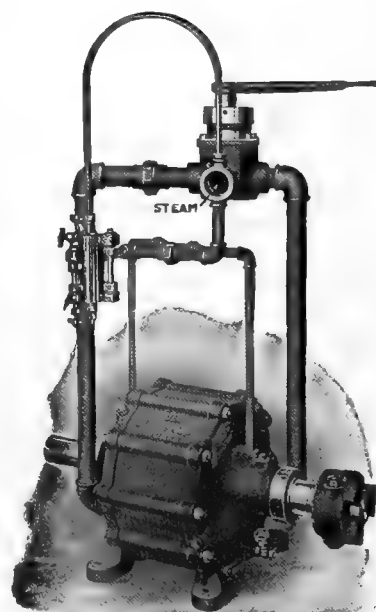
Our Overhead Systems with Interlocking Engine Drums skid both uphill and downhill; reduce wear on main cable

Write for particulars

LIDGERWOOD MFG. CO.

Originators of Overhead and Ground Steam Logging Machinery

Chicago 96 Liberty St., New York Canada: Seattle
New Orleans: Woodward, Wight & Co., Ltd. Canadian Allis-Chalmers, Ltd., Toronto



SOULE Steam Feed

Designed for the sawmill by a millman.

It will not use excessive steam and gives instant and positive control.

Our prices are actually, not relatively, low.

It has positively increased capacity from 10 to 50 per cent

SOULE STEAM FEED WORKS
MERIDIAN, MISS.

DRUM OUTFITS, STACKERS, POWER TIMBER HANDLERS,
LATHES, DOGS AND OTHER MILL EQUIPMENT

Aardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, NOVEMBER 25, 1918

Subscription \$2
Vol. XLVI, No. 3

Our Business Has Been Built By Carefully Laid Plans

We do not merely manufacture nor merely sell lumber. It is our business policy to make those two processes strictly interdependent so that they may work together to correctly handle each customer's peculiar needs. Those needs are determined by a systematic study of each individual case. This correct handling involves an absolute and unvarying adherence to straight and full grade shipments—a basic factor in our business plan to which we attribute a good share of our success.



These principles are not mere altruism but set forth our business judgment as to the best way to accomplish success. That we are clearly justified in making these statements is easily provable by our business records—or might we show you through an initial shipment on your next order?



Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

Manufacturers and Wholesalers

PITTSBURGH, PENNSYLVANIA

Five Mills: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Michigan Hardwoods

Cadillac Quality

- 134 M 4/4 Basswood Selects
- 66 M 4/4 Basswood, No. 1 Common
- 43 M 4/4 Basswood, No. 2 Common
- 79 M 4/4 Basswood, No. 3 Common
- 78 M 4/4 Gray Elm, No. 1 Common & Better
- 60 M 6/4 Gray Elm, No. 2 Common & Better
- 100 M 8/4 Gray Elm, No. 2 Common & Better
- 46 M 12/4 Gray Elm, high grade
- 32 M 5/4 Maple, Step
- 75 M 5/4 Maple, high grade
- 92 M 6/4 Maple, high grade
- 95 M 8/4 Maple, high grade

Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry—

- 4/4 Basswood, Birch, Gray Elm, Birdseye Maple, Soft Maple and Beech
- 5/4 Beech
- 6/4 Beech and Gray Elm
- 8/4 Gray Elm

In addition to above we are now sawing—

- 5/8 Beech
- 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 Hard Maple

Some grades and widths are piled separately to better meet the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

- | | |
|----------------------------------|--------------------------------------|
| BIRCH | OAK |
| 300,000' No. 2 Com. & Btr., 4/4" | 50,000' No. 2 Com. & Btr., 4/4" |
| 75,000' No. 2 Com. & Btr., 6/4" | MAPLE |
| SOFT ELM | 50,000' 1sts & 2nds, 4/4" to 16/4" |
| 300,000' No. 2 Com. & Btr., 4/4" | WHITE MAPLE |
| 60,000' No. 1 Com. & Btr., 10/4" | 14,000' 1sts & 2nds, 4/4", end dried |
| 15,000' No. 1 Com. & Btr., 12/4" | HEMLOCK |
| BEECH | 125,000' Merchantable 4/4" |
| 300,000' No. 2 Com. & Btr., 4/4" | ASH |
| CHERRY | 15,000' No. 2 Com. & Btr., 4/4" |
| 17,000' No. 2 Com. & Btr., 4/4" | |

Write for Prices

W. D. Young & Co.
BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
ON THE FOLLOWING:

- 20,000 ft. 1 1/16" x 2" Clear Maple Flooring
- 35,000 ft. 13/16" x 4" No. 1 & Btr. Maple Flooring
- 24,000 ft. 1 1/16" x 4" No. 1 & Btr. Maple Flooring
- 40,000 ft. 4/4 No. 2 Common & Better Ash
- 20,000 ft. 4/4 No. 3 Common Ash
- 200,000 ft. 5/4 No. 2 Common & Better Beech
- 60,000 ft. 8/4 No. 2 Common & Better Beech
- 250,000 ft. 5/4 No. 3 Common Beech
- 14,000 ft. 4/4 1st & 2nd Birch
- 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
- 500,000 ft. 6/4 No. 2 Common & Better Elm
- 225,000 ft. 8/4 No. 2 Common & Better Elm
- 65,000 ft. 10/4 No. 2 Common & Better Elm
- 75,000 ft. 12/4 No. 2 Common & Better Elm
- 150,000 ft. 6/4 No. 3 Common Elm
- 40,000 ft. 8/4 No. 3 Common Elm
- 30,000 ft. 4/4 No. 3 Common & Better Red and White Oak
- 10,000 ft. 8/4 No. 2 Common & Better White Oak
- 5,000 ft. 10/4 No. 2 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City Michigan

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
 Ash and Elm
 NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
 WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry
 1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
 A stock of 15,000,000 to 20,000,000
 feet of hardwoods carried at all
 times at our two big Buffalo Yards
 Established 50 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
 White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber,
 Timber, Millwork, Boxes, Maple and Oak Flooring
 955-1015 Elk Street

Hugh McLean Lumber Co.
 OUR SPECIALTY:
QUARTERED WHITE OAK
 940 Elk Street

Blakeslee, Perrin & Darling
 A Complete Stock of Seasoned Hardwoods
 Including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm,
 Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
 1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
 SPECIAL FOR SALE
 2" to 4".....No. 1 Common and Better Elm
 2", 2½", 3" and 4".....No. 1 Common and Better White Ash
 2½" and 3".....No. 1 Common and Better Plain Oak
Hardwoods & Red Cedar
 Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company
 INCORPORATED
EVERYTHING IN HARDWOODS
 932 Elk Street

Standard Hardwood
Lumber Co.
OAK, ASH AND CHESTNUT
 1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 29)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 42)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer North Vernon, INDIANA

(*See page 12)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tachody Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page —)
We have a fine stock of 4/4 No. 1 Com. Plain White
Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

We carry a complete stock of plain and quartered
Red and White Oak in all specifications. Our facilities
for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston,
Memphis, Tenn. Manufacturer MISSOURI

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and
Veneers
Greencastle, Ind.

(*See page 42)
We have to offer at present 1 car 4/4 FAS Quartered
White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red
Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 52)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 39)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 52)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White
Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia
Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 9)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak
and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 8)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill:
GREENSBURG, IND. JACKSON, TENN.
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered
Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" Qtd. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern
band mills.
THRISTLETHWAITE LUMBER COMPANY.
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 42)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park
Place, Ark. Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, ARKANSAS

100,000 ft. 1" is & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO.,
Manufacturer, Nashville TENNESSEE
Everything in lumber

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

A & B—
If you want Sound, Soft Textured White & Red Oak,
both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

The Band Mill, Planing Mill and Dry Kiln
of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded
in cars.
CLAY LUMBER COMPANY.
Manufacturer, Middle Fork, W. VA.

All stock graded up to quality—kneeked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize
in this, the best of American hardwoods. Our prices,
grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Sherrill Hardwood Lumber Co.
Manufacturer Band Sawn Southern Hardwoods
Merryville Louisiana

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BABB-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in
West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Hemlin Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 43)
Kentucky Soft Texture White Oak, Red Oak and
Poplar. High-class, sound, square edged White Oak
Timbers, 10x18 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

Double Band Mill For Sale Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

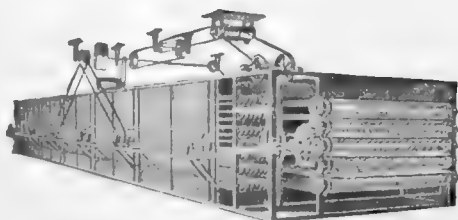
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Evergreen Magnolia

Some people say that evergreen magnolia should be left as an ornament of the landscape and should never go to the lumber yard. The tree's beauty is peculiar and unusual with dark green crown and its light green trunk, rising above most of its associates; but its beauty does not save it from the lumberman's ax. It was once fairly safe from the logger, but it is not now immune. Millions of feet find the way to sawmills every year, but not always under the same name, for, like so many of the little-known species, it is liable to go to market under other names than its own.

In different regions it may be known as laurel, laurel bay, laurel-leaved magnolia, bull bay, bay, large-flowered magnolia, bat tree, and lately it has been going to market under the name of swamp mahogany and yellow mahogany. Its leaves resemble those of the laurel known as rhododendron, and that accounts for some of its names; for it is not related to the laurels. It is much nearer akin to yellow poplar.

There are a number of magnolias in the United States, but this is the largest, except yellow poplar and the cucumber tree. It is found in most parts of the South, from Virginia to Texas, but probably the finest specimens occur in the swamps of Louisiana. It does best on ground not under water too much of the time. It is an ornament in many a doleful tract. Its trunk is nearly the color of the Spanish moss which hangs everywhere, but not a great deal of it on the magnolia itself. It was once a common practice of lumbermen to cut other trees and leave this standing, because not readily salable; but that custom obtains no longer.

(Continued)

MEMPHIS

ASH (Dry)
 2 cars 4 1/4" FAS 10" up, 8-16"
 1 car 1 1/4" No. 1 Com. 10 up 8-16"
 2 cars 5 1/4" FAS 6" up, 8-16"
 2 cars 5 1/4" FAS 6" up, 8-16"
 1 car 6 1/4" FAS 10" up, 8-16"
 1 car 6 1/4" FAS 10" up, 8-16"
 2 cars 6 1/4" No. 1 Com. 10 up, 8-16"
 5 cars 8 1/4" FAS 6" up, 8-16"
 2 cars 8 1/4" FAS 10" up, 8-16"
 1 car 8 1/4" FAS 12" up, 8-16"
 1 car 8 1/4" FAS 12" up, 8-16"
 1 car 10 1/4" FAS 6" up, 8-16"
 8 cars 12 1/4" FAS 6" up, 8-16"
 1 car 12 1/4" FAS 12" up, 8-16"
 2 cars 16 1/4" FAS 6" up, 8-16"
 2 cars 20 1/4" FAS 6" up, 8-16"
 1 car 16 1/4" FAS 12" up, 8-16"
 3 cars 5 1/4" No. 1 Com. regular widths and lengths

1 car 6 1/4" No. 1 Com. regular widths and lengths
 15 cars 8 1/4" No. 1 Com. regular widths and lengths
 2 cars 10 1/4" No. 1 Com. regular widths and lengths
 1 car 12 1/4" No. 1 Com. regular widths and lengths
 1 car 5 1/4" FAS, Strips, 2 1/2-5 1/2"
 1 car 4 1/4" FAS, Strips, 2 1/2-5 1/2"
 1 car 6 1/4" FAS, Strips, 2 1/2-5 1/2"
 2 cars 5 1/4" No. 2 Com. regular widths and lengths
 2 cars 6 1/4" No. 2 Com. regular widths and lengths
 3 cars 8 1/4" No. 2 Com. regular widths and lengths
SOFT MAPLE
 1 car 12 1/4" Log Run

DUDLEY LUMBER CO., Inc.

ASH
 1/2 car 4 1/4" Com. & Btr.
 1/2 car 5 1/4" Com. & Btr.
CYPRESS
 50,000' 4 1/4" Shop & Btr.
 40,000' 5 1/4" Shop & Btr.
 18,000' 8 1/4" Shop & Btr.
 6,000' 12 1/4" Shop & Btr.
ELM
 12,000' 5 1/4" Log Run
 11,000' 16 1/4" No. 1 Com. & Btr.
RED GUM
 15,000' 4 1/4" Com. & Btr.
 25,000' 5 1/4" Com. & Btr.
 25,000' 6 1/4" Com. & Btr.
SAP GUM
 255,000' 4 1/4" Com. & Btr.
 200,000' 5 1/4" Com. & Btr.
 40,000' 6 1/4" Com. & Btr.
QUARTERED RED GUM
 1 car 4 1/4" Box Boards, 13 to 17"
 10,000' 8 1/4" Com. & Btr.

WELSH LUMBER COMPANY

QUARTERED WHITE OAK
 15,000' 4 1/4" Select.
 29,000' 3 1/4" No. 1 Com.
QUARTERED RED OAK
 13,000' 4 1/4" No. 1 Com.
 8,000' 5 1/4" No. 1 Com.
 8,000' 4 1/4" No. 2 Com.
PLAIN RED OAK
 43,000' 4 1/4" FAS.
 27,000' 5 1/4" FAS.
 8,000' 6 1/4" FAS.
 8,000' 3 1/4" No. 1 Com.
 198,000' 4 1/4" No. 1 Com.
 85,000' 6 1/4" No. 1 Com.
 76,000' 4 1/4" No. 2 Com.
 150,000' 4 1/4" No. 3 Com.
 13,000' 12 1/4" FAS.
 50,000' 12 1/4" No. 1 Com.
ELM
 18,000' 4 1/4" Log Run.
 71,000' 6 1/4" Log Run.
 63,000' 8 1/4" Log Run.

Stimson Veneer & Lbr. Co.

Regular Widths and Lengths, 8 Months Dry

SAP GUM
 225,000' 4 1/4" FAS
 120,000' 1 1/4" No. 1 Com.
 135,000' 4 1/4" Box Boards, 9 to 12"
 110,000' 4 1/4" Box Boards, 13 to 17"
QUARTERED RED GUM
 25,000' 4 1/4" FAS
 13,000' 5 1/4" FAS
 15,000' 6 1/4" FAS
 27,000' 8 1/4" FAS
 10,000' 4 1/4" No. 1 Com.
 7,000' 5 1/4" No. 1 Com.
 1,000' 6 1/4" No. 1 Com.
 5,000' 8 1/4" No. 1 Com.
PLAIN RED GUM
 170,000' 4 1/4" FAS
 25,000' 5 1/4" FAS

BROWN LAND & LUMBER CO.

MAPLE
 25,000' 8 1/4" Log Run
PLAIN WHITE OAK
 6,000' 8 1/4" FAS
 9,000' 12 1/4" Com. & Btr.
PLAIN RED OAK
 7,000' 4 1/4" Com. & Btr.
 5,000' 5 1/4" FAS
 4,000' 8 1/4" FAS
 45,000' 4 1/4" No. 1 Com.
 9,000' 6 1/4" No. 1 Com.
 57,000' 5 1/4" Log Run
 33,000' 8 1/4" Log Run
POPLAR
 15,000' 5 1/4" Com. & Btr.
 50,000' 8 1/4" Com. & Btr.
 7,500' 5 1/4" No. 2 Com.
 12,000' 6 1/4" No. 2 Com.
 60,000' 8 1/4" No. 2 Com.
 11,000' 10 1/4" Nos. 1 & 2 Com.
 11,000' 12 1/4" Nos. 1 & 2 Com.
 329,000' 12 1/4" Log Run.
 157,000' 16 1/4" Log Run.
COTTONWOOD
 150,000' 4 1/4" No. 1 and No. 2 Com.
 12,000' 4 1/4" No. 1 Com., 12" up.
ASH
 13,000' 4 1/4" No. 2 Com. & Btr.
 16,000' 8 1/4" No. 2 Com. & Btr.
 39,000' 6 1/4" No. 3 Com.
MAPLE
 14,000' 16 1/4" Log Run.
QTD. BLACK GUM
 13,000' 4 1/4" FAS.
HICKORY
 16,000' 8 1/4" No. 2 & Btr.
 15,000' 12 1/4" No. 2 & Btr.
QUARTERED SYCAMORE
 14,000' 4 1/4" Log Run.
CYPRESS
 23,000' 8 1/4" Selects.
 20,000' 12 1/4" Selects.
 80,000' 4 1/4" Shop.
 125,000' 8 1/4" Shop.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM
 1 car 8 1/4" Log Run
 1 car 12 1/4" Log Run
 1 car 16 1/4" Log Run

BLACK GUM
 1 car 4 1/4" Log Run

PLAIN RED GUM
 1 car 5 1/4" No. 1 Com.

QUARTERED RED GUM
 1 car 5 1/4" No. 1 Com.
 1 car 6 1/4" No. 1 Com.
 1 car 8 1/4" FAS

1 car 8 1/4" No. 1 Com.

SAP GUM
 1 car 4 1/4" FAS, 13" wide
 1 car 4 1/4" Box Bds., 9 to 12" wide
 1 car 4 1/4" Box Bds., 13 to 17" wide

PLAIN RED OAK

1 car 4 1/4" FAS
 1 car 5 1/4" FAS

SOUND WORMY OAK

1 car 4 1/4" Com. & Btr.
QUARTERED WHITE OAK
 1 car 4 1/4" No. 1 Com.

The Mossman Lumber Co.

COTTONWOOD
 50,000' 8 1/4" FAS, 7 mos. dry
 10,000' 12 1/4" FAS, 7 mos. dry
 12,000' 4 1/4" Box Bds., 8-12", 8 mos. dry
 200,000' 4 1/4" No. 1 Com., 6 mos. dry
 50,000' 4 1/4" No. 2 Com., 6 mos. dry

RED GUM
 25,000' 8 1/4" FAS, 8 mos. dry
 50,000' 4 1/4" No. 1 Com., 8 mos. dry
 15,000' 6 1/4" FAS, 12 mos. dry
 30,000' 6 1/4" No. 1 Com., 12 mos. dry

SAP GUM
 12,000' 4 1/4" Box Bds., 8-12", 9 mos. dry

40,000' 4 1/4" Box Bds., 13-17", 9 mos. dry
 200,000' 4 1/4" Nos. 1 & 2 Com., 6 mos. dry
 50,000' 5 1/4" FAS, 6 mos. dry
 50,000' 6 1/4" FAS, 12 mos. dry
 50,000' 6 1/4" Nos. 1 & 2 Com., 12 mos. dry

SOFT ELM
 50,000' 4 1/4" No. 2 Com. & Btr., 8 mos. dry
 75,000' 6 1/4" No. 2 Com. & Btr., 7 mos. dry
 15,000' 8 1/4" No. 2 Com. & Btr., 8 mos. dry
 30,000' 12 1/4" No. 2 Com. & Btr., 12 mos. dry

GEO. C. EHEMANN & CO.

COTTONWOOD
 100,000' FAS, 4 1/4", 13" & up, regular lengths, 4 mos. dry
 150,000' No. 1 Com., 4 1/4", 13" & up, regular lengths, 4 mos. dry
 100,000' No. 1 Com., 4 1/4", regular widths and lengths, 4 mos. dry
 100,000' Nos. 1 & 2 Com., 4 1/4", 9-10", regular lengths, 4 mos. dry
 25,000' FAS, 5 1/4", regular widths & lengths, 6 mos. dry
 50,000' No. 2 Com., 4 1/4", regular widths & lengths, 4 mos. dry
GUM
 100,000' Box, 4 1/4", 13" to 17", regular lengths, 4 mos. dry
 50,000' FAS, Sap, 4 1/4", regular widths and lengths, 4 mos. dry
 25,000' FAS, Sap, 4 1/4", 13" & up, regular lengths, 4 mos. dry
 50,000' No. 1 C. Red, 4 1/4", regular widths & lengths, 4 mos. dry

50,000' FAS, 4 1/4", regular widths & lengths, 4 mos. dry
 15,000' FAS, 6 1/4", regular widths & lengths, 5 mos. dry
 15,000' FAS, Qtd., 4 1/4", regular widths & lengths, 5 mos. dry
 15,000' FAS, Fgd., 4 1/4", regular widths & lengths, 5 mos. dry
CYPRESS
 75,000' 4 1/4" Select & Btr., regular widths & lengths, 5 mos. dry
 15,000' 4 1/4" Shop, regular widths & lengths, 5 mos. dry
ELM
 75,000' 6 1/4" Log Run, reg. widths & lengths, 4 mos. dry
 85,000' 16 1/4" Log Run, reg. widths & lengths, 4 mos. dry
 11,000' 12 1/4" Log Run, reg. widths & lengths, 4 mos. dry
 6,000' 14 1/4" Log Run, reg. widths & lengths, 4 mos. dry

THANE LUMBER CO.

Paepcke Leicht Lumber Co.

SPECIALTIES:
 Cottonwood,
 Red and Sap Gum,
 Red and White Oak,
 Cypress, Elm.

Manufacturers
Southern
Hardwoods

BAND MILLS:
 Helena, Ark.
 Blytheville, Ark.
 Greenville, Miss.
 Cairo, Ill.

General Offices
 CONWAY BUILDING

CHICAGO, ILL.

MEMPHIS

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM	75,000' 8/4" No. 1 Com. & Btr.
200,000' 5/8" No. 1 Com. & Btr.	SOFT MAPLE
45,000' 4/4" Box Bds., 13 to 17"	40,000' 8/4" Log Run
60,000' 4/4" Box Bds., 9 to 12"	30,000' 10/4" No. 1 Com. & Btr.
90,000' 4/4" 1&2, 13 to 17"	PLAIN RED OAK
150,000' 4/4" 1&2, 6 to 12"	15,000' 4/4" 1&2
150,000' 4/4" No. 1 Com.	50,000' 5/4" 1&2
250,000' 4/4" No. 2 Com.	50,000' 5/4" No. 1 Com.
250,000' 5/4" Nos. 1 & 2 Com.	30,000' 6/4" No. 1 Com.
QUARTERED SAP GUM	30,000' 4/4" No. 2 Com.
200,000' 8/4" No. 1 Com. & Btr.	45,000' 6/4" No. 1 Com.
PLAIN RED GUM	45,000' 10/4" No. 1 Com. & Btr.
100,000' 5/8" No. 1 Com.	PLAIN WHITE OAK
75,000' 4/4" 1&2	75,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com.	30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.	15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM	SOFT ELM
150,000' 4/4" No. 1 Com. & Btr.	75,000' 6/4" Log Run
30,000' 5/4" No. 1 Com. & Btr.	45,000' 12/4" Log Run
15,000' 6/4" No. 1 Com. & Btr.	50,000' 10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

Dry

SAP GUM	35,000' No. 2 Com. 5/4"
150,000' 1s & 2s 5/4"	PLAIN RED OAK
200,000' No. 1 Com. 5/4"	58,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"	PLAIN OAK
RED GUM	40,000' No. 1 C. & B. 16/4", green
100,000' 1s & 2s 5/4"	COTTONWOOD
100,000' No. 1 Com. 5/4"	200,000' No. 1 Com. 5/4"
50,000' 1s & 2s 5/4"	100,000' 1s & 2s 5/4"
50,000' No. 1 Com. 3/4"	100,000' No. 1 Com. 6/4"
WILLOW	80,000' Box Bds., 11s to 13s
100,000' 1s & 2s 4/4"	CYPRESS
50,000' No. 1 Com. 6/4"	40,000' 1s & 2s 3"
ASH	100,000' No. 1 Shop 5/4"
100,000' No. 1 Com. 4/4"	50,000' No. 1 Shop 4/4"
15,000' 1s & 2s, 2x12" & up	30,000' Select 5/4"
30,000' 1s & 2s, 3x12" & up	50,000' Select 4/4"
80,000' 1s & 2s, 2 1/4"	

E. SONDEHEIMER CO.

SAP GUM	SAP, NO DEFECT
100,000' FAS, 4/4"	100,000' No. 1 Com. & Btr., 8/4"
50,000' FAS, 5/4"	COTTONWOOD
70,000' FAS, 6/4"	110,000' No. 1 & Panel, 4/4-18" up.
PLAIN RED GUM	CYPRESS
150,000' FAS, 4/4"	40,000' FAS, 8/4"
10,000' FAS, 5/4"	20,000' Selects, 4/4"
10,000' FAS, 6/4"	40,000' Selects, 5/4"
200,000' No. 1 Com., 4/4"	40,000' Selects, 6/4"
65,000' No. 1 Com., 5/4"	75,000' Selects, 8/4"
20,000' No. 1 Com., 6/4"	30,000' Shop & Btr., 10/4"
QUARTERED RED GUM	70,000' Shop & Btr., 12/4"
60,000' No. 1 Com. & Btr., 4/4"	60,000' No. 1 Shop, 4/4"
80,000' No. 1 Com. & Btr., 5/4"	70,000' No. 1 Shop, 5/4"
60,000' No. 1 Com. & Btr., 6/4"	50,000' No. 1 Shop, 6/4"
25,000' FAS, 8/4"	25,000' No. 1 Shop, 8/4"
90,000' No. 1 Com., 8/4"	27,000' No. 1 Shop, 12/4"

ANDERSON-TULLY CO.

PLAIN RED OAK	PLAIN RED GUM
200,000' 5/4" Com. & Btr.	150,000' 4/4" Com. & Btr.
230,000' 6/3" Com. & Btr.	250,000' 5/4" Com. & Btr.
60,000' 8/4" Com. & Btr.	300,000' 6/4" Com. & Btr.
20,000' 10/4" Com. & Btr.	QUARTERED SAP GUM
100,000' 12/4" Com. & Btr.	200,000' 6/4" Com. & Btr.
PLAIN WHITE OAK	200,000' 8/4" Com. & Btr.
75,000' 6/4" Common	100,000' 10/4" Com. & Btr.
125,000' 8/4" Common	100,000' 12/4" Com. & Btr.
15,000' 12/4" Common	QUARTERED RED GUM
QUARTERED WHITE OAK	200,000' 6/4" Com. & Btr.
50,000' 4/4" FAS	150,000' 8/4" Com. & Btr.
20,000' 6/4" FAS	PLAIN SAP GUM
50,000' 4/4" Common	150,000' 5/4" Com. & Btr.
50,000' 6/4" Common	300,000' 6/4" Com. & Btr.
ASH	150,000' 4/4" Common
50,000' 12/4" Com. & Btr.	200,000' 8/4" Com. & Btr.
200,000' 5/4" Common	600,000' 4/4" No. 2 Com.
ELM	125,000' 5/4" No. 2 Com.
200,000' 8/4" Log Run	GUM
25,000' 10/4" Log Run	150,000' Wide Box Boards
50,000' 12/4" Log Run	100,000' Narrow Box Boards

GAYOSO LUMBER CO.
BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

All Stock Runs Regular Widths and Lengths

ASH	15,000' S2S to 13/16" Box Boards
70,000' 1/2" No. 1 Com.	13 to 17"
ELM	16,000' 1/2" No. 1 Com.
45,000' 6/4" No. 2 Com. & Btr.	15,000' 5/8" No. 1 Com.
100,000' 12/4" No. 2 Com. & Btr.	100,000' 4/4" No. 1 Com.
RED GUM	CYPRESS
20,000' 5/8" FAS	37,000' 4/4" 1s & 2s
25,000' 5/4" FAS	40,000' 4/4" Selects
30,000' 6/4" FAS	45,000' 4/4" Shop
65,000' 5/8" No. 1 Com.	TUPELO
42,000' 3/8" No. 1 Com.	40,000' 4/4" 1s & 2s
500,000' 4/4" No. 1 Com.	15,000' 4/4" Box Boards 13 to 17"
70,000' 5/4" No. 1 Com.	HICKORY
17,000' 6/4" No. 1 Com.	20,000' 6/4" No. 3 Com.
10,000' 8/4" No. 1 Com.	OAK
SAP GUM	140,000' 4/4" Sound Wormy.
70,000' 1/2" FAS	60,000' 4/4" No. 3 Com.
100,000' 5/8" FAS	50,000' 8/4" No. 3 Com.
50,000' 4/4" FAS	PLAIN OAK
14,000' 8/4" FAS	10,000' 2 3/4" Com. & Btr.
10,000' 4 1/4" Box Boards, 13 to 17"	

RUSSE & BURGESS, Inc., Memphis, Tenn.

KILN-DRIED LUMBER

Our dry kiln capacity of 200,000 feet per month is at your service

and

8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

PLAIN WHITE OAK	QUARTERED RED GUM
7,000' 4/4" FAS	45,000' 4/4" FAS
110,000' 4/4" No. 1 Com.	182,000' 4/4" No. 1 Com.
71,000' 4/4" No. 2 Com.	78,000' 5/4" FAS
24,000' 6/4" FAS	230,000' 5/4" No. 1 Com.
56,000' 6/4" No. 1 Com.	4,000' 6/4" FAS
13,000' 6/4" No. 2 Com.	50,000' 6/4" No. 1 Com.
PLAIN RED OAK	15,000' 8/4" FAS
13,000' 3/4" FAS	6,000' 8/4" No. 1 Com.
31,000' 4/4" FAS	22,000' 10/4" FAS
12,000' 4/4" No. 1 Com.	5,000' 10/4" No. 1 Com.
12,000' 4/4" No. 2 Com.	8,500' 12/4" FAS
96,000' 6/4" FAS	PLAIN RED GUM
179,000' 6/4" No. 1 Com.	17,000' 1/4" FAS
25,000' 6/4" No. 2 Com.	30,000' 5/4" FAS
	110,000' 5/4" No. 1 Com.

BELLGRADE LUMBER CO.

QUARTERED RED GUM	QUARTERED RED OAK
4/4" Common and Better	4/4" to 6/4" Common and Better
5/4" Common and Better	PLAIN OAK
6/4" Common and Better	4/4" to 16/4" Common and Better
8/4" Common and Better	ELM
10/4" Common and Better	6/4" to 12/4" Log Run
12/4" Common and Better	ASH
PLAIN RED GUM	5/4" Common and Better
4/4" to 6/4" Common and Better	6/4" Common and Better
QUARTERED UNSELECTED GUM	8/4" FAS
4/4" to 12/4" Common and Better	CYPRESS
PLAIN SAP GUM	4/4" to 8/4" Log Run
4/4" Common and Better	COTTONWOOD
5/4" Common and Better	4/4" Log Run
6/4" Common and Better	TUPELO
4/4" to 8/4" No. 2 Common	4/4" Log Run
QUARTERED WHITE OAK	
4/4" Common and Better	
6/4" Common and Better	
8/4" Common and Better	

The Kraetzer-Cured Lumber Co.

MEMPHIS



Regular Widths and Lengths

ELM
100,000' 12" Log Run
PLAIN RED GUM
200,000' 4" No. 1 Com. & Btr.
17,000' 6" No. 1 Com. & Btr.
QUARTERED RED GUM
200,000' 1" No. 1 Com. & Btr.
30,000' 6" No. 2 Com. & Btr.
SAP GUM
50,000' 5" No. 1 Com. & Btr.
150,000' 4" No. 1 Com. & Btr.
60,000' 4" Box Bds., 9 to 12"
100,000' 4" Box Bds., 13 to 17"
30,000' 4" FAS, 13" & up
PLAIN WHITE OAK
15,000' 5" No. 1 Com. & Btr.
PLAIN RED OAK
15,000' 4" FAS, 8 to 10'

15,000' 1" FAS
15,000' 1" No. 1 Com.
75,000' 6" No. 1 Com. & Btr.
QUARTERED RED OAK
12,000' 4" scant No. 1 C. & Btr.
PLAIN RED AND WHITE OAK
15,000' 10" No. 1 Com. & Btr.
13 mos. dry
15,000' 12" No. 1 Com. & Btr.
12 mos. dry
47,000' 10" No. 1 Com. & Btr.
8 mos. dry
160,000' 12" No. 1 Com. & Btr.
8 mos. dry
24,000' 12" No. 1 Com. & Btr.
6 mos. dry
38,000' 10" No. 1 Com. & Btr.
5 mos. dry
71,000' 12" No. 1 Com. & Btr.
5 mos. dry

ASH
17,000' 1" No. 1 Com.
13,500' 1 1/2" No. 1 Com.
12,500' 2" No. 1 Com.
8,000' 2" No. 2 Com.
SAP GUM
35,700' 1x13-17" Box Boards
24,500' 1x8-12" Box Boards
87,500' 1" FAS
46,500' 1" No. 1 Com.
48,000' 1" No. 2 Com.
PLAIN RED GUM
11,500' 1" FAS
46,400' 1" No. 1 Com.
6,000' 1 1/2" Dog Boards
9,000' 2" Dog Boards
QUARTERED RED GUM
40,800' 2" FAS

14,500' 2" No. 1 Com.
14,000' 1 1/2" Com. & Btr.
QUARTERED BLACK GUM
12,000' 1" FAS
4,500' 1 1/2" Com. & Btr.
PLAIN OAK
130,000' 1" No. 2 Com. & Btr.
110,000' No. 3 Com.
60,000' 1 1/2" No. 2 Com. & Btr.
55,000' 1 1/2" No. 2 Com. & Btr.
75,000' 2" No. 2 Com. & Btr.
110,000' 2 1/2" No. 2 Com. & Btr.
77,000' 3" No. 2 Com. & Btr.
40,000' 4" No. 2 Com. & Btr.
POPLAR
30,000' 1" Nos. 1 & 2 Com.
24,000' 1 1/2" Nos. 1 & 2 Com.
10,000' 1 1/2" Nos. 1 & 2 Com.
30,000' 2" No. 2 Com.

Ferguson & Palmer Co.

This Stock Is Dry and Runs in Regular Widths and Lengths

ASH
50,000' 4" No. 1 Com. & Btr.
230,000' 8" No. 1 Com. & Btr.
3,000' 10" No. 1 Com. & Btr.
9,000' 12" No. 1 Com. & Btr.
75,000' 4" No. 2 Com.
60,000' 4" No. 3 Com.
MAPLE
30,000' 12" Log Run
10,000' 8" Log Run
PLAIN RED GUM
15,000' 4" FAS
350,000' 4" No. 1 Com.
35,000' 5" No. 1 Com.
QUARTERED RED GUM
40,000' 4" No. 1 Com.
CYPRESS
40,000' 4" Log Run
6,000' 5" Log Run
3,000' 6" Log Run
9,000' 8" Log Run

HONEY LOCUST
10,000' 4" Log Run
SAP GUM
20,000' 4" FAS
66,000' 4" No. 1 Com.
214,000' 4" No. 2 Com.
100,000' 4" No. 3 Com.
30,000' 4" Box Boards, 8 to 12"
40,000' 4" Box Boards, 13 to 18"
18,000' 5" FAS
105,000' 5" No. 1 Com.
10,000' 6" FAS
15,000' 6" No. 1 Com.
PLAIN WHITE OAK
25,000' 5" No. 1 Com. & Btr.
65,000' 6" No. 1 Com. & Btr.
23,000' 8" No. 1 Com. & Btr.
66,000' 12" No. 1 Com. & Btr.
PLAIN RED OAK
125,000' 5" No. 1 Com. & Btr.
100,000' 6" No. 1 Com. & Btr.

PENROD-JURDEN & McCOWEN, Inc.

WHITE ASH

2 cars 1x6" to 10" FAS & Sel.
1/2 car 1x10" & up FAS & Sel.
1/2 car 1x6" to 10" FAS and Sel.
2 cars 1 1/2x6" & up FAS & Sel., (all 8" and 10", bone dry)
1 car 1 1/2x6" & up FAS & Sel.
5 cars 2x6" & up FAS & Sel.
1 car 2x10" & up FAS & Sel.
3 cars 10" 4x6" & up FAS & Sel.
3 cars 12" 4x6" & up FAS & Sel.
1/2 car 14" 4x6" & up FAS & Sel.
5 cars 5" No. 1 Com.
2 cars 6" No. 1 Com.
5 cars 8" No. 1 Com.
1 car 10" No. 1 Com.
1 car 12" No. 1 Com.
1/2 car 10" No. 1 Com.
2 cars 4" No. 2 Com.

1 car 6" No. 2 Com.
2 cars 8" No. 2 Com.
1 car 10" No. 2 Com.
1 car 12" No. 2 Com.

We will make attractive prices on the following:

2 cars 2" Ash Shorts, 1 Face Clear, 4' to 8"
1 car 10" Ash Shorts, 1 Face Clear, 4' to 8"
1 car 12" Ash Shorts, 1 Face Clear, 4' to 8"
2 cars 5" 4x6" to 10" FAS & Sel., all 8" & 10", bone dry
1 car 2x6" & up Sel., bone dry

We have a limited amount of carefully selected Straight Grain Ash, suitable for Aeroplane Construction.

Thompson-Katz Lumber Co.

PLAIN WHITE OAK

15,000' 4" 1st & 2nds
30,000' 4" No. 1 Com.
20,000' 4" No. 2 Com.
40,000' 5" No. 1 Com.
20,000' 5" No. 2 Com.
18,000' 6" No. 2 Com.
PLAIN RED OAK
30,000' 4" 1st & 2nds
70,000' 4" No. 1 Com.
40,000' 4" No. 2 Com.
PLAIN MIXED OAK
40,000' 4" Sound Wormy
60,000' 4" No. 3 Com.
30,000' 6" No. 3 Com.
QUARTERED RED GUM
200,000' 8" No. 1 Com. & Btr.
30,000' 4" No. 1 Com.
QUARTERED SAP GUM
150,000' 8" No. 1 Com. & Btr.

PLAIN RED GUM

30,000' 4" 1st & 2nds
75,000' 4" No. 1 Com.
30,000' 6" No. 1 Com.
SAP GUM
30,000' Wide Box Boards
50,000' Narrow Box Boards
200,000' 4" 1st & 2nds
250,000' 4" No. 1 & 2 Com.
100,000' 5" 1st & 2nds
140,000' 5" No. 1 & 2 Com.
30,000' 6" 1st & 2nds
95,000' 6" No. 1 & 2 Com.
MISCELLANEOUS
75,000' 1" No. 1 Com. & Better Elm
25,000' 8" No. 2 & No. 3 Com. Elm
15,000' 4" Log Run Locust
45,000' 4" Log Run Sycamore
30,000' 4" 9 to 12" Cottonwood Box Boards

Goodlander-Robertson Lumber Co.

SAP GUM

35,000' 4" Panel, 18" & up
100,000' 4" Box Boards, 13 to 17"
200,000' 4" Box Boards, 7 to 12"
100,000' 4" FAS, 13 to 17"
150,000' 4" FAS, 6 to 12"
200,000' 4" No. 1 Com.
25,000' 5" No. 1 Com.
150,000' 6" No. 1 Com.
25,000' 8" No. 1 Com.
SELECTED RED GUM
250,000' 4" FAS
300,000' 4" No. 1 Com.
25,000' 5" FAS
50,000' 5" No. 1 Com.
60,000' 6" FAS
150,000' 6" No. 1 Com.
40,000' 8" No. 1 Com.

QUARTERED RED GUM

100,000' 4" FAS
150,000' 4" No. 1 Com.

15,000' 5" FAS
40,000' 5" No. 1 Com.
15,000' 6" FAS
20,000' 6" No. 1 Com.
50,000' 8" No. 1 Com. & Btr.
50,000' 10" No. 1 Com. & Btr.
30,000' 12" No. 1 Com. & Btr.

SOFT ELM

150,000' 4" Log Run
20,000' 5" Log Run
200,000' 8" Log Run
75,000' 10" Log Run
60,000' 12" Log Run

SOFT MAPLE

20,000' 4" Log Run
35,000' 6" Log Run
50,000' 8" Log Run
25,000' 10" Log Run

PECAN

35,000' 8" Log Run

GEO. C. BROWN & CO.

PEACE

We must now turn our attention to PEACE TIME PURSUITS, and, no doubt you will soon be in the market for lumber for the manufacture of your regular line.

We will consider it a privilege to quote you for your requirements in Southern Hardwoods.

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	15-16
Future Loans and Future Business.....	16

SPECIAL ARTICLES:

Important Announcements from Washington.....	17-19
Special Training for Woodworkers.....	22a
More Regarding Philippine Mahogany.....	22b and 30b
Birch as a Veneer Wood.....	23
Explaining the Woods.....	23-24
What About Quartered Oak?.....	24 and 29

CLUBS AND ASSOCIATIONS:

Michigan Hardwood Men Meet.....	19-20
Southern Loggers Meet.....	20
A Get-Together Meeting.....	20
A Mass Meeting by Lumbermen.....	21-22a
Meeting of Wholesal.....	30b
Northerners Discuss Foreign Trade.....	30b
Northern Wholesalers in Live Meeting.....	22b
Miscellaneous.....	31

WITH THE TRADE.....

.....	31-32
-------	-------

PERTINENT INFORMATION.....

.....	32-35
-------	-------

HARDWOOD NEWS.....

.....	35-41
-------	-------

HARDWOOD MARKETS.....

.....	41-45
-------	-------

CLASSIFIED ADVERTISEMENTS.....

.....	46-47
-------	-------

ADVERTISERS' DIRECTORY.....

.....	49
-------	----

HARDWOODS FOR SALE.....

.....	47, 48 and 50
-------	---------------

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Hardwood Record

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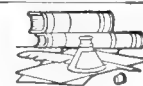
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CHICAGO, NOVEMBER 25, 1918

No. 3



Review and Outlook



General Market Conditions

DURING THE LAST TWO WEEKS the greatest progress in the lumber industry toward reconstruction has been along the lines of crystallizing diverse opinions into what might be termed a trade policy. The big mass meeting of lumbermen from all sections which took place in Chicago last week was the climax to a series of reconstruction meetings that have been held in different parts of the country since the war ceased.

The lumber trade recognizes, of course, that present inflated commodity prices will eventually be lower, but is strongly convinced that so far as lumber is concerned any easing up in values will be very gradual and will go hand in hand with decreasing cost of production. Generally speaking, though, it is impossible to discern in the lumber outlook any conditions that would make for early decreases in lumber selling prices, as the momentum which carried manufacturing cost so rapidly upward has not yet spent itself. In fact, the trade at large has with difficulty been able to keep track of rapidly increasing production figures. Manufacturers clearly recognize this situation now and it is certain that there will be very few exceptions to the policy of sitting tight. Prospects for the lumbermen are too favorable and prospects for output indicate a too definite curtailment to make possible any other course.

It has been suggested that the lumber trade is possibly paying too much attention to export prospects, and in one sense this may be true, but on the other hand, the export possibilities are far more definite than they ever were before. Were the immediate future for lumber export confined to normal proportions, export markets would probably not warrant the important consideration in the lumber program which they now enjoy, but it is difficult to controvert the probability that the demand for American lumber in foreign countries will be great and that this business will be very definite in extent and in the way it is carried out. The average man probably considers export needs as confined merely to the reconstruction of destroyed sections, but as a matter of fact, the biggest part of export trade will come from localities which have not felt the destructive influences. The tendency abroad has been to use other building materials than wood for home building, but the war has brought changes in this direction as in many others. Representative men from foreign countries, because of close association in America, have come to appreciate the value and practicability of the modern and distinctly American style of architecture and construction based on wood as the primary material. It is certain that this appreciation is going to have a substantial influence on rebuilding and new building abroad, and the prospect is that great quantities of American lumber will be needed outside the actual zones of military operation. So far as rebuilding in these sections is

concerned, it must be remembered that hundreds of millions of feet of lumber will be salvaged from war uses and that the demand for new material will be substantially reduced in the immediate war areas because of this salvage possibility. On the other hand, vast building projects are crystallizing outside the war zone and it is in these directions that the bulk of lumber will be needed.

It must be remembered that countries abroad also have their wood-working industries normally using large quantities of wood for production of the same articles as are manufactured by our own wood-working industries. European industries have in the past years been maintained mainly by artisans—men who manufacture various articles in small quantities with their own labor. The war has completely made over many of these industries abroad with the result that in resuming operations many of the woodworking lines in foreign countries will proceed now more in conformity with American methods of standardized quantity production. Necessarily, foreign nations are going to give every encouragement to rapid resumption of commercial production and there is no reason to believe that lines using lumber as a raw material will not feel the beneficial effects of such action. Therefore, considering this prospect and also considering the fact that all foreign markets have been absolutely denuded of lumber, it may be anticipated that even outside the construction program European markets in other lines are going to be hungry for American forest products. Thus it may be expected that the export need will be four or five times as great as it is normally, when it represents in the neighborhood of three or four per cent of the total output of American lumber.

So far as home industries are concerned, there has not been much new development in the way of increasing orders for lumber, but things are rapidly shaping themselves around to the point where this will follow as a sequence. All bans on building have now been removed and it is stated that labor difficulty is becoming less. All lumber shipping restrictions have been cancelled and for the most part the scenes are laid for rapid coming back of normal trade. Buyers are hesitant undoubtedly because of anticipation of lower prices, and, as above stated, eventually lumber values will gradually come down with decreasing cost of production. But it is a positive certainty that this will not take place for a good many months ahead as the conditions surrounding lumber production render it absolutely impossible.

Those buying lumber should bear in mind several points. Lumber now on sticks ready for shipment has been produced at abnormally high cost and this cost is thoroughly understood by producers. There is absolutely no possibility of any quantity of it being released at less than value. Production costs are still mounting in lumber manu-

facturing circles and it will be five or six months at least before any noticeable reduction in costs will take place. Thus lumber produced during the next few months will represent as great an outlay to the producer as has that manufactured up to the end of the war. So it cannot be expected that lower priced lumber can possibly be put on mill yards within five or six months, and it will then take several months for this lower cost stock to become ready for shipping. In the meantime, the high priced lumber now on hand and that which will be manufactured while production figures are still high cannot be cleaned up before lower priced offerings are available. The lumber trade has been more thoroughly organized and been given a more thorough understanding of this necessity the last months than ever before. All members of the trade recognize that lumber now on sticks and being produced represents a greatly increased cost and there is so much general confidence in the ultimate future that the lumber trade is not willing to jeopardize that future by unnecessary sacrifices now.

So far as lumber cost is concerned, labor is the primary factor, and it is assured by definite resolutions on the part of representatives of the entire industry that wages will not be reduced except as they may gradually be brought down in conformity with decreasing living costs. Labor in the lumber field will be subject to the same influences as in other lines. The high peak of extravagant earnings of labor, brought about by the necessity for offering fabulous inducements to speed up war production will first disappear. Employees who have been operating under such conditions must seek employment in other lines not in position to offer such financial inducements, and while it may be difficult for a percentage of the laboring element to come down to earth, the average laborer with dependents will soon learn in going about among commercial employers that he cannot expect the inflated returns he received under war conditions. This does not mean that these producers of commercial goods will offer less for labor than they have been offering, but even at their normal scale of wages, the laboring man's pay will be less than he received through government influence under the stress of war conditions. Thus, hundreds of thousands of laborers who will get out of war production and be assimilated gradually into commercial production will gradually realize that they cannot indefinitely expect the fabulous returns they received as war workers, and if their earnings are decreased not by arbitrary reduction on the part of employers but rather through gradual absorption by non-war industries, the change can very likely be brought without any great labor upheaval. It is, of course, apparent to everybody that the cycle of events under war conditions required vast increases in currency in order to pay greatly increased prices on all war commodities. It was of course necessary to offer such inducements in order to maintain war production as against commercial production. War production now having ceased, abnormal outputs of currency will also cease. So it may be expected that eventually labor prices will gradually come down through natural influences, and the lumber trade will do well to adhere strictly to the resolutions covering this point as adopted at the mass meeting last week.

There are numerous side-lights on the lumber outlook which are interesting in themselves. There are quite a number of various woods which have been of special service in war construction, such as walnut. In some of these cases the buying trade has come to the erroneous conclusion that the vast quantities used in war construction so depleted stocks that there would not be sufficient to meet commercial need. Thus, many woodworkers have hesitated to include walnut in their plans for future lines, being convinced without reason that the airplane and gunstock program had taken the entire walnut resources of the country. As a matter of fact, the walnut industry was never organized until war requirements made this necessary and manufacturers never knew how much walnut the country could produce. The result of this organization and of the effort to line up stocks has been to uncover vast walnut resources which in quantity are beyond the best calculations of the most experienced men in the business. As a matter of fact, walnut manufacturers now have a bigger supply of walnut logs on hand than they ever had before and they are probably in a better position than ever to handle all commercial needs for this product.

Summarized, the lumber trade has before it the prospect of a very

strong domestic and export demand and in connection with the latter, it may be said that in the last week, there have been offerings of bottoms for export business. There is the prospect of easy money in future months to take care of building construction which undoubtedly will get well under way during the winter months in the construction of large buildings which will be followed briskly in the spring with general residence construction. Lumber manufacturers are resigned at the same time to greatly decreased output this winter, although original estimates may be slightly increased, as it is reported that the labor supply is already beginning to ease up slightly. The present situation is strong in spite of the absence of inquiries, and the future outlook is even stronger. Thus the lumber trade really has the situation in its own hands, and if it is borne in mind that lumber now on sticks and to be produced in the next few months will be high priced stock and if the trade as a whole adheres to a conservative policy on production and maintains a firm attitude towards sales, its future welfare is absolutely assured.

Home Business Best

MEN WHO WEAR FARSEEING SPECTACLES are now trying to catch distant glimpses of business opportunities in foreign lands; but while straining their eyes in an attempt to penetrate the horizon, they may overlook promising fields of trade very much nearer. Distance lends no special or mysterious value to opportunities. A thing need not be far away in order to be worth much.

People expect great changes in world conditions and there is reason for such expectations; but it is foolishness to suppose that some of the coming changes will not take place close home and that business opportunities will not develop at our doors. No objection can be urged against seeking export trade, by those who are prepared for it and want it; but most people need not look so far away. The United States is full of prospects, some immediate and at hand, others a little more distant, yet within reach. Some lumbermen look longingly toward the three hundred thousand houses to be built in England; but more than six hundred thousand will be needed in America, and why not reach for some of that business instead of longing for what is beyond the sea?

Europe needs tens of thousands of railroad cars. So do we. Motor trucks will be wanted beyond the Atlantic; but four times the number will be wanted in the United States. A shortage of furniture exists in western Europe. At least an equal shortage exists here because our furniture factories have been busy with other work. The enumeration need not be carried through the whole category. The same condition may be found everywhere. The home market is as good as the foreign in nearly everything, and is better in most. Why look to Siberia, China and Argentina when we need not look beyond Michigan, North Carolina and Missouri for chances to make sales? After taking advantage of all home chances, let surplus flow away to distant lands.

This is not in any way intended as counselling neglect of foreign opportunities. Indeed, the export prospect is vast and should be developed to the last possible dollar. But at the same time there are just as important changes in our own country and the possibilities here should not take second place to the possibilities for export demand.

The Embargo Cancelled

The lumber embargo which was declared in force Sept. 16, 1918, has been cancelled, but not absolutely everywhere. Shipments to Philadelphia, Boston, New York, and eastern Canadian points are excepted. From information received, the operating conditions of the railroads are good and the roads are in a position to handle traffic that may be offered. With the exceptions noted, shipments of lumber and forest products can now go forward without securing permits. The result on business will doubtless be quickly noticeable.

The largest black walnut tree of which any record exists grew on Long Island and the trunk was hewed hollow and made into a cabin which was exhibited in New York and also, it is said, in London seventy-five years ago. The diameter of the tree is stated to have been twelve feet.

Important Announcements from Washington

By H. C. Hallam

In connection with the shifting from war to peace many steps of special interest to the lumber trade have been taken by government officials here recently.

One-half of the curtailment imposed by the government upon the industries named below among others has been lifted in each case:

Agricultural implements, refrigerators, ice cream freezers, washing machines, clothes wringers, sewing machines, baby carriages, step ladders, scales, rat and animal traps, talking machines, lawn mowers, sporting goods, pianos, piano players, and automobiles.

At the same time the war industries board authorized the following changes of priority rules, etc:

Dealers in raw materials are relieved from the obligation to give and require pledges relating to such commodities, notwithstanding any provision for pledges in any order or circular heretofore issued by the priorities division, and notwithstanding any stipulation in any pledge that they will require pledges from those who buy from them for resale; provided, however, building materials and other products shall not be sold and delivered for use in connection with any non-war construction projects save those for which no permit or license is required under priority circular No. 21, as revised, or those authorized by permits or licenses issued in pursuance of said circular; provided, manufacturers will continue to give pledges in accordance with the terms of orders and circulars heretofore issued, and comply with all pledges heretofore or hereafter given, save that they are hereby relieved from the provisions in such pledges as require manufacturers to exact pledges from those who buy them for resale.

The priorities division will, as far as practicable, assist industries in procuring materials, fuel, transportation and labor to enable them to increase their operations to normal limits as rapidly as conditions may warrant.

The war industries board requests, and with confidence shall expect to receive, the continuance of that wholehearted cooperation and support of the industries of this nation which it has heretofore enjoyed, and which will make possible the success of so much of the industrial adjustment program covering the period of transition from a war to a peace basis as it is called upon to administer.

War Activities Curtailment

Next day Chairman Baruch of the war industries board authorized the following:

Deferred building projects amounting to more than \$20,000,000 were released yesterday. This action followed promptly the modification of restrictions on non-war construction. Particular effort was made to give release as quickly and as widely as possible to building operations that had been restricted. The projects for which releases were issued comprise a very large number of buildings of comparatively small size.

This means a wide distribution of work all over the country. The action will be beneficial particularly therefore to the small building contractors.

The first revision of curtailments upon the use of coal pursuant to the halting of the nation's war program was announced about the same time by the fuel administration. All limitations on the use of fuel in the production of building materials were ordered removed.

The fuel administration also reduced by one-half the curtailments in fuel consumption by the brick, tile, cement, and terra cotta industries.

Some War Work to Continue

Regarding army construction plans Secretary of War Baker has said:

Some of the projects are for permanent use and some are only temporary; the permanent ones will go on, and the temporary ones will be gradually stopped.

Some of the camps will undoubtedly be abandoned speedily. The first ones to be discontinued will be certain of the canvas camps. We will preserve a large number of camps and cantonments as the place of residence during the demobilization of units returning from abroad, but we will not need them all, and as soon as we determine how many we need we will pick out the most available and accessible and discontinue the others.

The war industries board has issued a rule giving to lumber orders for the railroads a priority rating higher than that accorded any other class of orders. This action is taken to permit construction delayed by the war.

Lumber priorities for the War Department are cancelled by the new order, while lumber priorities for the navy, shipping board emergency fleet corporation, the housing corporation and the labor department's bureau of industrial housing and transportation are all accorded an equal priority, an automatic rating of Class A-5.

Following is the order which is addressed to lumber manufacturers:

The rules governing priorities in production and delivery of lumber appearing on pages 6 to 8 inclusive of Circular No. 54 issued by the priorities division under date of October 25, 1918, are hereby amended as follows:

All orders placed after clearance through the lumber section of the war industries board (a) by or for the Navy Department, or (b) by or for a contractor or agent of said department, or (c) by or for the Emergency Fleet Corporation, or (d) by or for builders of ships or other water craft under direct contracts with said fleet corporation, or (e) by or for the bureau of industrial housing and transportation, shall be accorded an automatic rating of Class A-5, unless a different specific rating shall have been given.

Paragraph numbered 3 of said rules is hereby repealed and there is substituted therefor the following paragraph:

All orders heretofore or hereafter placed by any railroad company in the United States (except private railroads not operated as common carriers) shall be accorded an automatic rating of Class A-3. All of said orders shall take the rating herein named without the necessity either of an indorsement or affidavit by the officer or party placing the same, and without reference to the purpose for which the lumber embraced in the order is to be used.

The West Baden hotel, at West Baden, Ind., will be made suitable for a 1,200 bed government hospital, at a cost of \$125,000; and changes will be made in the Henry Ford hospital to make it suitable for army needs. It will have 2,000 beds, and the cost will be \$80,000.

Eighteen million dollars have been authorized for additional camp construction, of which \$7,500,000 will be expended at Camp Grant; \$4,815,000 at Camp Custer; \$2,835,210 at Camp Dodge; \$1,203,185 at Delaware Ordnance depot, and smaller sums elsewhere.

All outstanding licenses for the importation of wood as specified in or classified under paragraph 647 of the tariff act of 1913, except cedar and balsa wood, have been revoked as to ocean shipment after October 25, 1918. Hereafter, no licenses will be issued for the importation of wood as specified in or classified under paragraph 647 of the tariff act of 1913, except cedar and balsa wood, other than to cover shipments from Mexico or Canada by other than ocean transportation, when such commodities originated in such countries. Shipments from Europe or Mediterranean Africa when coming as return cargo from convenient ports where loading can be done without delay.

A change is contemplated in the compilation and publication of trade statistics. More than 1,500 items will be added to export subjects, and publication will be based on the calendar rather than the fiscal year.

The war industries board will act as the clearing house of all information relating to contract adjustment. It will receive information concerning contracts to be cancelled from the various departments of the government, and, through the various commodity sections of the board, keep in constant contact with the various industries. At all times will there be contact maintained with the Labor Department also so that as labor is released from the war industries by contract cancellations immediate demand for its services can be located elsewhere.

As the demand for raw materials is lessened by the reduction of war requirements and the cancellation of war contracts, if and when such cancellations be made, the raw materials so made available will be released and allocated by the war industries board, for use in supplying civilian and export demands, which through curtailment have been held in check during the war. In addition to the

ordinary commercial requirements there will be a heavy flow of materials thus released to supply the demand for the great reconstructive work required by the European countries. At the same time there is to be a gradual lifting of the restrictions and curtailments that have been imposed upon industry by the exigency of the war so as to allow as promptly as possible free flow of all supplies into peace channels. The war industries board will continue to exercise its functions until the peace treaty is signed.

Cancelled Contracts

Arrangements are being made for terminating contracts when the war does not require their completion, and proper investigations will determine equitable allowances and compensation to meet the needs of each case. A circular dealing with that phase of the situation has been issued by George W. Goethals, director of purchase, storage, and traffic.

It has been announced by the secretary of war that in returning to a peace basis:

The first units to be demobilized will be the development battalions at all camps. The development battalions are made up of men who were under physical requirements or who needed some special drill or discipline to bring them into full military value—underdeveloped physically largely. There are something like fifty thousand altogether. No furloughs will be granted, but they will be honorably discharged, of course. There is no certain date. Every man who is discharged from the army has to have a physical examination and a very careful record made for statistical status, and instead of furloughing them and then discharging, they will be discharged, so that there may be no subsequent claims against the government. All of those men will have to be examined by the doctors and the medical department is prepared to take over the question of rapid examination and discharge. No date has been set for examination, but I have an idea it will be soon. It is not contingent upon anything, but will be done as soon as convenient. It is difficult to grant requests from business institutions, etc., for men because it breaks up units and creates an inequality of conditions, and it is not likely that individual requests can be granted. The physical examination applies also to students at schools. The central officers' training camp schools will be discontinued. The thing that we have to do and the thing that we must do is to demobilize the men in this country and all the others with reference to their occupational opportunities, so as to let them go back into normal life of the country without filling the country with unemployed men. The war department is working in close cooperation with the department of labor and the war industries board as much in the discharge of men as in the termination of contracts.

The following statement is issued by assistant secretary of war, Benedict Crowell, who is specially charged with the industrial aspects of demobilization:

With the signing of the armistice the war department is faced with an intricate problem and great responsibilities. The industries of the country, which have responded wholeheartedly to the call of the government for increased production and which were going at a rate never before attained, must be diverted from war time production to their normal occupations in times of peace.

The first and primary consideration in getting back to this normal basis is to make this readjustment with as little inconveniences as possible, and with a continuous employment of labor.

It is also essential that the production of material for war, which means now a waste of material which could be used for civilian population both here and for the purposes of reconstruction in Europe, should be stopped as speedily as is consistent with the primary consideration of labor and the industries.

Instructions have therefore been issued to all bureaus of the war department, governing the methods of slowing down of production, so that as far as possible there should be a tapering off of war work, giving time for industrial readjustment and for the industry to take up civilian work.

In connection with the plans for readjusting the affairs of the country from a war to a peace basis, developments of special interest to the hardwood interests are occurring. Negotiations are understood to be under way with a view to terminating government contracts for a quantity of hardwood material for airplane construction, etc.

While contracts have a clause permitting cancellation, it is planned in many cases to terminate them instead. This method, it is understood, permits more liberal adjustments than the cancellation clause would. Manufacturers who have accumulated stocks of materials for use in carrying out government contracts will be protected. Instead of buying such materials, the government may make cash payments to the contractors. Thus would be

obviated the necessity of the government going into the lumber business.

No more orders for aircraft material will be placed, according to Gen. Disque, chief of the spruce production division of the war department. This applies to hardwood materials as well. Quite a lot of these have been collected for making propellers, veneer and panel work, gun stocks, etc. The government itself is reported to have a considerable stock of gunstocks and gunstock material on hand at the big rifle manufacturing plants it owns and operates at Eddystone, Pa., and Bridgeport, Conn.

The withdrawal of the government from the market might be expected to cause a slump in things, but officials of the war industries board who are close to the lumber situation do not expect there will be a sag continuing for any great length of time. They say this is true because the lumber industry has been less affected than many other industries as a result of government war orders.

Officials see no reason for any considerable decline of lumber prices, as they say that the demand for lumber will be large for making boxes and containers for government and other shipments, also in connection with construction, as pretty much all of the government restrictions on building operations have been lifted.

Conditions in the southern lumber industry are expected to be better than on the west coast, as government orders for aircraft material have constituted a very material part of the business of the latter section and such orders have been chopped off short. The chopping off is reported to have found the government with some 30,000,000 to 40,000,000 feet of aircraft stock in the log which, however, it is not the present intention of the government to put on the market for some time.

Lumbermen who have been helping the government win the war are looking forward to an early return to their homes. M. E. Philbrick, hardwood expert on the staff of Director of Lumber Edgar, plans to return to Boston within a week. Capt. Selfridge, the redwood representative on the staff, is leaving for Chicago for a hearing on the minima case before a representative of the Interstate Commerce Commission. Capt. Selfridge is chairman of the transportation committee of the National Lumber Manufacturers' Association. From Chicago he does not expect to return here.

Mr. Edgar is planning a Thanksgiving at his home in New Jersey and a winter in Florida. However, the work of his department will continue for some time. If he is not in charge personally, Major A. Mason Cooke will probably be in charge. Maj. Cooke says he hardly hopes to get away before January.

While no plans are known of as yet looking toward closing the hardwood offices here, some of the softwood bureau offices are looking for an early getaway for themselves. The Georgia-Florida Emergency Bureau, for instance, may be closed in December. Reports say that the Washington office of the Southern Pine Emergency Bureau may close up shop any time, but the work of the bureau at its main office in New Orleans will require some time to close out, it is understood.

There will be work for the lumber section of the war industries board, if rumors are true concerning the national meeting of lumbermen at Chicago. It is reported that that meeting may ask the government to continue regulation of the lumber industry for a time during the reconstruction period.

Government price fixation will continue at least until the expiration of outstanding orders. It could continue until the formal declaration of peace after the ratification of the treaty. It will continue for at least a portion of that period after the expiration of the existing orders, it is believed, if the trade requests it, as it may do at Chicago, according to report here.

The war department is holding up for a week or more all orders for additional military construction projects in this country until it can be determined what the policy of the government will be regarding such work.

Lumbermen expect that things will settle down to a satisfactory basis. It is said that production has declined; that not many mills

have large stocks; that yards need stock; that the revival of building construction will require much lumber.

There has been discussion about the possibility of a general lumber bureau to handle foreign government orders for lumber for reconstruction purposes, distributing them among the various branches of the trade, but lumbermen say it would not be practicable. However, the southern pine industry is reported to be planning joint selling agencies to handle foreign business and the west coast lumbermen are understood to be pretty well organized for such business.

Government orders for 10,000,000 feet or more Douglas fir have been cancelled and for 20,000,000 feet or more yellow pine, but cancellations are not so real as they seem, it is said, in some cases, as some cancelled orders had hardly been received and other such orders have been shipped. Cancellations do not affect shipped orders, it is stated. In addition to cancellations, the southern pine bureau has been ordered to hold up 85,000,000 feet of ordered lumber.

Another government war time restriction was removed when the car service section of the railroad administration ruled that the lumber embargo order applying to movement of forest products into the north and east was cancelled November 16.

In a report on the brush industry the United States tariff com-

mission says of the wood used in the industry, that it is chiefly hardwood imported from the tropics, but that birch, beech, maple and cherry from New York and New England and California redwood are also used. Some manufacturers buy the wooden handles or backs ready-made; others cut them from the log or lumber in their own factories.

The signing of the armistice has led to an announcement that there will be no new battalions in the Twentieth regiment of forestry engineers. The enlisted men in them were to have been inducted into the service under the draft, and no further calls under the draft will be issued, it has been announced. Likewise there are to be no more commissions issued to officers for the new battalions. The result is a lot of prospective "leftenants" out in the cold.

The army medical department has been on the market for some time for 100,000 bed trays with legs, 6,000 typewriter tables and 10,000 folding bedside screens.

The war department has called for bids for several hundred log wagons, lumber wagons, tool wagons and street sweepers.

It is understood here that standardized houses will be erected on farms in the forest fire swept region of Minnesota.

Reconstruction will be one of the problems for discussion at the meeting of the National Chamber of Commerce at Atlantic City December 3 to 6.



Michigan Hardwood Men Meet



On November 13, at Hotel Shelby, Detroit, Mich., the Michigan Hardwood Manufacturers' Association held its fall meeting and surveyed the past field of activities and looked into the future in an effort to determine what could reasonably be expected in the way of business. The report of the market conditions committee as presented by Charles R. Abbott of Cadillac, its chairman, showed that the stocks on hand October 1 indicated less hardwood than in one, two, three or four years previous. Hemlock stocks on hand measure 75,000,000 feet, compared with 104,000,000 a year ago.

Indications make it seem probable that demand will absorb the production of the members of the association. The output of lumber has been held down, and now, with the close of the war upon us, new and large markets are to be expected. The speaker urged the wisdom of being ready to take advantage of all opportunities, and this can be accomplished by pursuing the best business methods. He laid stress on the importance of weekly sales reports, especially in these times when it is necessary for every member to be in close touch of the market. In the discussion that followed only optimistic words were expressed as to the future. The fact that the government has canceled some contracts which required hardwoods in the manufacture of the war products was more than offset, it was claimed, by the prompt action of the war industries board in lifting the ban on building, and on many industries which are heavy consumers of hardwoods.

Discussions by various members gave more or less attention to the change from war to peace and the probable effect it would have on the hardwood industry in Michigan. There was no uneasiness. Instance after instance was cited to show that where a little slack might result from the government's going out of the market as a buyer, the loss would be made more than good by new business coming in, by industries entering the field as buyers which have not bought much lumber during the last year or two.

Some warned against overproduction and based their warning on the belief that the labor situation would soon change for the better. The sentiment against overproduction was strongly expressed, for it was agreed that the road to prosperity does not lead in the direction of too much production.

A report sent to the meeting by Roy H. Jones, the association's Washington representative, dealt with the hardwood situation as it can be seen and foreseen at this time. It soon became evident

that the export trade was in the eyes of many. They believed that a demand was about to develop in Europe for Michigan hardwoods. It was believed that maple in particular would be wanted beyond the sea, and Michigan is the principal source of this excellent wood. As a flooring wood it has rivals but no superior, and in all the reconstruction that is promised in France and Belgium, it is reasonable to suppose that demand will come for maple flooring in large quantities, and perhaps some maple and other hardwoods for other purposes.

A sentiment in favor of sending Roy H. Jones to Europe as the representative of the association was clearly seen at the meeting. His work at Washington during the war was pronounced highly satisfactory.

J. C. Knox, secretary of the association, read a report in which he discussed markets of the immediate and more distant future, now that war conditions are rapidly approaching their end. He saw bright prospects ahead.

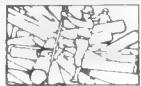
Financial affairs occupied most of the secretary's report. He said more money is needed to take care of the enlarging work and increasing opportunities. The association acted immediately on his recommendations and unanimously voted the increased assessment on both hardwood and hemlock shipments from four to six cents a thousand feet, raised the minimum membership fee from \$50 to \$100 and provided that members of the association in the upper peninsula who also belonged to the Northern Hemlock and Hardwood Manufacturers' Association would be assessed at half the regular rate. There was not a quibble about the possibly increased amount that the association will pay into the treasury of the National Lumber Manufacturers' Association, if the proposed program of that organization is adopted on December 16, as the Michigan hardwood men believe firmly in the work of the national body and the good it is doing for the lumber industry as a whole.

Transportation matters likewise claimed the attention of Secretary Knox. He called attention to Michigan log rates, which he regarded as excessive. He said the condition in the southern part of the state was worse than in other parts and cited an instance in which a former rate of 2.6 cents on a 12-mile haul had been raised to six cents. Other rates of 5.5 cents had been raised to eight and ten cents. Where reduction had been obtained for some of the

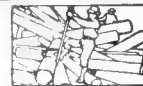
excessive rates, he said, reparation was expected. His warning was: "Look to your log rates."

Michigan forests have fared unusually well this year with fires, according to a report made by Fire Warden J. L. Morford of Gay-

lord. The autumn was favorable for fire protection and losses were small. From June till the middle of October only a little more than 1000 acres of forest land was burned over. That is a very small loss compared with some years, or with Minnesota this year.



Southern Loggers Meet



The eighth annual meeting of the Southern Logging Association convened in New Orleans, November 12, for a session of three days, with President V. C. Langley in the chair. A program had been provided for the occasion, furnishing something fresh and appropriate for each day.

The address by the president outlined the work before the association and reviewed what had already been accomplished, and in that connection war work occupied a prominent place, especially that part of war work concerned with shipbuilding. The demand of the wooden ship upon the lumber industry was recognized.

The report of the secretary-treasurer, James Boyd, dealt principally with money and wire rope. The latter was greatly needed by lumbermen in moving their logs, and the report indicated that adequate supplies might soon be looked for.

An itemized account of receipts and expenditures gave a balance of \$96.42 in the treasury. The total receipts had been \$944.63.

On the afternoon of the first day the association listened to an address on labor for logging camps by Cliff Williams, representing the United States Department of Labor.

W. H. Lee, logging superintendent of the Union Sawmill Company, Huttig, Ark., spoke on the topic of labor maintenance in the logging industry. He pointed out that conditions were worse in 1918 than in the year before, although plenty of laborers seemed to be seen, particularly traveling on trains and standing about railroad platforms. Good living conditions for men in logging camps was advocated as the surest means of securing and holding a good class of laborers. Of course, the food is of even greater importance than the shelter and sleeping quarters. The frequent or constant presence of the company's doctor at the camp should be an influence for good, and it should be the doctor's duty to see that sanitary conditions are looked after promptly. The speaker expressed the opinion that attractive camp surroundings had as much to do as high wages in keeping a contented and efficient labor supply.

B. G. Pasco of the A. J. Neimeyer Lumber Company, Little Rock, Ark., occupied a place on the program to discuss the location of spurs on logging railroads. He drew a distinction at the start between the problem of putting in a permanent road or spur, and in putting in one intended to be temporary. The engineer who is familiar with most of the matters involved in building a permanent railroad, may be at a loss if called upon to construct a temporary spur. Much must be learned by experience in that as in many other things. A wideawake logger may possess excellent judgment concerning the location which will best serve the particular tract of timber to be cut; but the lumberman may have difficulty in fitting the road to the ground; because he has not learned in school or by experience the geometrical problems involved.

Any competent civil engineer's road would probably be a good railroad, as such; good alignment, light curves, and with as easy grades as consistent with the conditions, all of which are very important points without sacrificing other more important things.

Right there is where the difference between standard practice and log-spur work begins.

The log spur has just two conditions to satisfy: it must enable enough logs to be gotten out with the available equipment to log the mill, and be so placed and built that the total cost of building the spur, maintaining it, operating over it, and getting the logs to it, will be less than that of any other possible combination.

It is absolutely necessary to have the road good enough to allow the engines available to pull enough loads over it in the course of

a day to a little more than run the mill. If to save money or time the grades are left so steep that the motive power is unable to make the required tonnage in the course of the day, a very bad condition results, and the longer the spur and the more timber there is to come out over it, the worse off everyone connected with the job is.

This one fact brings into prominent notice a point of the first importance to successful and economical logging, and one which is very seldom given proper consideration. It is necessary, to get the best results, that the management should know before any railroad is built, just where every main spur will go, and just what timber will come out over it.

This calls for considerable initial expense in making the necessary surveys, and most companies pay no attention to it, being generally in too big a hurry to begin operating, even if they would not object to making the investment. It is certain, however, that no companies, with the possible exception of those operating in the very flattest and easiest country, ever evade paying for the necessary surveys, whether they get them or not. Those who have them made at the right time get the benefit of them, and reap their reward by making no costly mistakes. They have their eyes open, and know what to expect, and therefore save unnecessary construction costs, needlessly high operating expenses, and oftentimes ruinous delays.

The practice of cutting down trees and bucking them into logs was the topic assigned for discussion to H. S. Snyder of the New Deemer Manufacturing Company, Deemer, Miss. He was not present but sent in a paper on the subject, in which the following suggestion occurred:

The first thing I would advocate is to get an honest man, an experienced log cutter, commonly called a flat head, who can file a cross-cut-saw, and use him as foreman. First of all, test him as to his honesty, which is a very important factor for a man being used as foreman, more especially in this capacity, as it is his duty to check after the scaler, and if the job is not large enough to use one or more scalers, he can do or help do the scaling, and should something happen that his filer would not be out, he can take his place, and he would also be qualified to know whether his filer is giving satisfaction or not, as flat heads are bad to complain about the filer.

The United States was represented by Austin Cary, who spoke to the meeting on a number of logging and forestry problems.

Safety appliance and careful attention in relation to accident prevention was the subject of a talk by R. L. Weathersby of the Kirby Lumber Company.

A Get-Together Meeting

The American Hardwood Manufacturers' Association has sent out notices of a meeting to be held at Louisville, Ky., December 17 and 18. The meeting will take place in the Seelbach hotel.

This is called a special meeting to comply with all of the provisions of the agreement made between the executive committees of the Hardwood Manufacturers' Association of the United States and the American Hardwood Manufacturers' Association at a meeting held at Louisville, October 19, 1918.

An election of officers for the American Hardwood Association will also be held, this being its annual meeting.

The important business to be transacted at the joint meeting will doubtless call together a large attendance of hardwood men; for they realize that benefits will accrue to the industry by having one strong, large organization, and that it is important to have the best men present and take part in forming the organization.



A Mass Meeting by Lumbermen



Several hundred lumbermen from all parts of the United States assembled in the gold room of the Congress hotel, Chicago, on November 22, in response to a telegraphic call by John H. Kirby, president of the National Lumber Manufacturers' Association. The call followed close upon the signing of the armistice and while the purpose of the meeting was not announced in advance, it was understood by all who received the call that the meeting was being held to discuss problems connected with the change in lumber conditions due to the sudden ending of the war.

No program was prepared for the guidance of the meeting's deliberations, except that the names of a few speakers were announced, and the fact was announced that the board of directors would hold a meeting. It was stated also that provision would be made for resolutions. This was the sum of the information concerning the purpose of the meeting, and the delegates assembled at the appointed time and at once entered upon the work that was understood to be in need of doing.

PURPOSE OF THE MEETING

When John H. Kirby, president of the National Lumber Manufacturers' Association, called the mass meeting to order in the Congress hotel, he stated that the call had been sent out by telegraph, following a conference of about forty lumbermen in Washington a few days before. A number of government officials had come before that congress and had given information on the subject of the change from a war basis to one of peace. The business of the country was vitally concerned and it was felt that business men should be fully informed, not for the purpose of warning them of dangers, but on the contrary, to allay the fears of any who might be uneasy as to what lies ahead. In view of that, it was deemed necessary to summon lumbermen in mass meeting in Chicago, and the call was accordingly sent out by wire, and the response was so prompt that lumbermen came from all parts of the United States, not only manufacturers of lumber, but wholesalers and retailers, and there came likewise men who are identified with other industries. Several hundred business men had assembled at the appointed hour.

Chairman Kirby in calling the meeting to order, stated that this call had been sent out because of the rapid change in conditions in Europe. He knew of no reason why lumbermen should be panicky, and briefly reviewed the situation, the substance of his talk being that both supply and demand were in favor of lumbermen. The meeting had been called for the purpose of counseling together, and the meeting was turned over to those present.

A brief program had been prepared, the principal speakers being Brigadier-General R. C. Marshall; George M. Reynolds, president of the Continental and Commercial bank, Chicago; Hon. Edwin B. Parker, priorities commissioner, War Industries Board, Washington, and Harry A. Wheeler, president of the Chamber of Commerce of the United States. Several speakers who were not named on the printed program addressed the meeting.

HOW THE CANTONMENTS WERE BUILT

General Marshall was prevented from being present, but he sent a paper which was read by Col. E. H. Abadie. The paper gave the particulars of the construction by the government of various cantonments, camps, hospitals, and other structures in which 3,000,000,000 feet of lumber were used and \$140,000,000 expended, all within the space of sixteen months from the first outline of a plan. The remarkable feat was made possible by cooperation and organization, and therein lies one of the lessons which may be learned from the war. General Reynolds sounded a warning that the labor situation should not be changed rapidly, but such changes as must come should be brought about gradually. A similar note was sounded by all the speakers, and some dwelt upon the matter with special emphasis and discussed various points of the labor problem that ought to be given careful consideration.

OPTIMISTIC VIEW OF THE FUTURE

The address by George M. Reynolds was characterized by optimism. The speaker could see no very dark clouds ahead in the business world, and could see many that were bright with promise. He looked upon the war as a training which Americans should turn to account. It has taught the power of cooperation and particularly of organization. We have learned the results which come when resources and effort pull together.

He insisted that care must be exercised in slowing down the train and switching it from the track of war to the track of peace. Energies working at full power in war cannot be immediately turned at full power upon the work of peace. A little time will be needed in changing from one to the other. There may be a few months during which business will seem a little disorganized, but such disorganization will be only temporary, because conditions are all favorable for a prosperous time. Lumbermen, during the next few months, should not be discouraged if farmers and others seem a little slow in buying lumber for building. They may wait a time to see if prices are going to fall, but when they become convinced that no sharp decline need be looked for, and the lumber prices will hold up for a long time, they will buy lumber and proceed with the building of which they stand in need. The curtailment of building for the past four years has created a need which must be met soon. Mr. Reynolds urged the lumbermen not to become impatient because sales seem slow at first, and begin to cut prices. That would not help the lumbermen, since a cut in price would not greatly increase sales, and it is not necessary to cut at all. All the lumber available will find a market without a cut in prices. Farmers and others have money with which to buy lumber. There never was a time when they were in better financial condition, and what lumber is needed will be bought, if not at once, it will be bought eventually.

The speaker declared that raw material is now as good as legal tender. It is worth the price and will sell for it. America now has one-third of the world's supply of gold, which furnishes the basis for enormous trade. The abundance of money is a guarantee that prices and labor will not decline rapidly. They may be expected to remain a long time at something near the present level. So favorable is the situation that America can from now on be the business and financial center of the world; but the business men must take advantage of it, and hold to what they now have, acquire information and knowledge of facts and conditions which concern business, and above all must maintain strong faith in themselves, the country, and the future.

SOME INSIDE POINTERS

Judge Edwin B. Parker, who lived in Texas till the United States entered the war and since that day has camped in Washington without ever going home once, addressed the meeting on certain phases of the war which until recently were not public. Judge Parker is the priorities commissioner on the war industries board, and his work has been along that line and has brought him in contact with lumbermen. He issued orders which occasionally inconvenienced men with lumber to sell, and in his address he explained some of his activities and told why some orders, which appeared drastic at the time, were necessary. For example, he said no harm could now result in stating a fact which was not publicly known at the time, that in June of this year the French expected the Huns to take Paris, and that President Wilson was about to prepare an address to the French people, to be sent after the fall of Paris, bidding them to be of good hope and courage, that help would arrive in time to save the day.

Again, it was related by Judge Parker that the war industries board was at work preparing a "work or fight" order far more sweeping than any that had gone before, when information came that Turkey was preparing to surrender. Upon the receipt of that news, the "work or fight" order was countermanded instead of being made public.

During the adjustment, which began at Chateau Thierry and ended in the surrender of Germany, it was known in this country that extraordinary efforts were made to switch labor to war work from those industries which could be cut down for the time being. Judge Parker told why the great switch of labor was made at that time. Cable followed cable from General Pershing calling for more munitions, and more, and still more. American guns were firing more shells than they were receiving and supplies were running low. Finally, only two weeks before the signing of the armistice, General Pershing cabled that unless shipments of munitions were increased, the offensive would have to stop. It was under such a call that the shifting of labor was proceeding so desperately in this country.

TURN IN THE TIDE

After relating these and other incidents of the war, as affecting war work in this country, Judge Parker took up peace problems in which lumbermen are greatly concerned, and spoke of prospects and the policies which should be followed in changing from war work to peace.

It seemed to be expected by a large number of those in attendance on the meeting that the speaker would have a message of a somewhat official nature from the government on the subject of fixing prices of lumber, or setting a maximum price within which lumbermen must sell their product. In view of the expectancy with which those present waited for some expression by the speaker on that topic, he was listened to with rapt attention when he stated that government regulation of lumber prices would continue but a few days or a few weeks more, and after that no further prices would be made by the government. Supply and demand will again govern, and the field will be open.

The applause which greeted that announcement was evidence that it was what the lumbermen wished to hear.

Judge Parker emphasized what Mr. Reynolds had said concerning the transition period from war conditions to those of peace. He advised caution and patience, giving time for certain adjustments; and beyond that he could see no cause for worry or alarm in the outlook. Business is anxious to get under headway in channels of peace, and it is already doing so. Building permits began picking up as soon as the armistice was signed. The war material which is in government hands, but which is not immediately needed for war purposes, will not be sold. It will not be thrown on the market in this somewhat uncertain time, to disorganize and confuse, but will be held and will later be used by the government as it is needed.

That statement was listened to with satisfaction by those present, for the specter of very large stores and stocks being dumped by the government on the market had been present more or less with lumbermen since the close of the war.

Judge Parker listed a number of channels through which lumber might be expected to move into ultimate markets; one is the railroads, which have done little construction work during the past four years and are in need of lumber and timber in large amounts.

Lumbermen were advised to act as a unit in supplying lumber for export. The prospect of ships for carrying exports was not pictured as altogether rosy, the chance being that the shortage of ships will continue a long time. The lumbermen were further advised against a policy of curtailment of lumber output. In view of the labor situation and other conditions there is little likelihood that too much lumber will be sawed in the near future.

RESOLUTIONS COMMITTEE

A resolutions committee consisting of about forty members was made up from those attending the meeting. The committee was not appointed by the chair, but it came into being under an arrangement that each regional association affiliated with the National Lumber Manufacturers' Association might appoint not more than five members. A sentiment quickly developed that this arrangement was not broad enough to represent the whole meeting. Addition after addition was made until every association or organization present, whether connected with the National association or not, was given representation on the resolutions committee. It was as democratic a committee as ever represented any phase of the lumber business; and J. J. Donovan

of Seattle, Wash., was appointed chairman. Twenty-three organizations were represented on the committee.

It was expected that this committee would give voice to the mass meeting and embody in a set of resolutions the conclusions reached. In a word, it was intended that the committee should tell the country why the meeting had been called together, what its purpose was, and what policy will be followed. The committee was sent to its labors at noon on November 21 and did not report the result of its labor till twenty-four hours later.

GENERAL DISCUSSION

During the afternoon of Friday a general discussion took place during which a number of persons spoke briefly on various phases and prospects of the lumber industry. Among others, Henry M. Pope of Fort Worth, Texas, president of the American Farmers' Federation, read a paper which required less than one minute in the reading, and said it was a statement of what farmers want, if the lumbermen want to do anything to help the farmers. The paper was as follows:

The American farmers want representation on wage boards where we foot the bill, or any considerable portion of it. We are opposed to capital and labor increasing expenses of industry and sending us the bill. We consider eight hours per day in the factory and fourteen on the farm a discrimination against the farmer. When peace conditions lower the price of the things we sell we want the price of the things we buy also lowered.

A retailer from Ohio stated that the retailers want longer credits when buying the lumber which they sell again. He said they sell on credits ranging from sixty days to ten years, and they must have better terms when they buy, or they cannot make ends meet.

W. L. Sike, Utica, N. Y., president of the Emporium Lumber Company and the Grass Valley Railroad, suggested some arrangement by which railroads could be made to pay what crossties are worth, or else not get any.

R. A. Long, Kansas City, uttered a solemn warning against lowering the price of lumber. He declared that it could not be sold for less than at present so long as wages remain as they are, and he made no suggestion that wages be lowered.

General Boyle gave an account of his work in Washington, as attorney for the National Lumber Manufacturers' Association, in combating what he considered iniquitous tax measures, affecting lumbermen, in the tax measure now before Congress. He believed that his efforts would not prove unsuccessful.

Charles A. Keith of Kansas City read a statistical paper showing the status of lumber in southern yards, and the prospects for future business. He made the statement that more orders for southern pine are on the books, or could be placed there, than there is lumber on earth at this time. He was able to see much promise for lumbermen in the future.

REPORT BY BOARD OF DIRECTORS

The board of directors of the National Lumber Manufacturers' Association was in attendance on the mass meeting and took advantage of the occasion to hold a meeting of its own which was of great importance to that association. The purpose of the meeting was to provide for raising more revenue to carry on and enlarge the work of the association. A schedule for gradual increase of assessments was before the board. It proposed to start from three-fourths of a cent per 1,000 feet of lumber cut, and gradually increase it till the sum reached one and a half cents. A compromise was made and an assessment of one cent was fixed.

RECONSTRUCTION PROBLEMS

An address by Harry A. Wheeler, president of the Chamber of Commerce of the United States, dealt with reconstruction work in its broad aspect without entering much into particulars. He advocated the appointment of an American delegate at the peace conference whose special duty it should be to look after reconstruction matters, or questions of trade, business, and industry following the war. Transportation will occupy an important place and it should be given careful attention. Another matter calling for patience and pains will be the direction of labor from war channels into those of peace.

Mr. Wheeler called attention to the conference which will be held at Atlantic City December 3, 4 and 5, under the auspices of the National Chamber of Commerce, and which will be attended by from 4,500 to 6,000 delegates from all fields of business. The conference

will consist of various meetings by different industries which will deal with their own special problems, and after that there will be a general meeting in which results will be summarized and a general policy formulated for carrying on the work of the country under the new conditions now confronting the world. This conference will be attended by 367 war service committees from all parts of the country.

Just before the close of the meeting a call for George A. Hotchkiss was responded to by that veteran of lumbermen who has spent seventy-one years in the lumber business, and who is now in his eighty-eighth year. His talk was rich with reminiscences of early times in mill, forest and market. The meeting passed a resolution of thanks and congratulation, and included in its terms Mrs. Hotchkiss, who is only seven months younger than her husband. They were married sixty-three years ago.

RESOLUTIONS ADOPTED

The resolutions committee was composed of forty members representing the following organizations:

The National Lumber Manufacturers' Association.
The Southern Lumbermen's Association.
The National Wholesale Lumber Dealers' Association.
The National Retail Lumber Dealers' Association.
The Empire State Forest Products Association of New York.
The National Bureau of Wholesale Lumber Distributors.
The Alabama and Mississippi Emergency Bureau.
The Retail Lumber Dealers' Association of Indiana.
The Illinois Lumber and Builders' Supply Dealers' Association.
The Ohio Association of Retail Lumber Dealers.
The Wisconsin Retail Lumber Dealers' Association.

The resolutions written by the committee and adopted by the mass meeting with a single dissenting vote were in substance as follows:

Reasonable trade or other agreements tending to conserve man power, transportation and other facilities, raw materials or other national resources, should be subject, so far as advisable, to approval by some responsible federal agency, and that Congress ought to enact the necessary legislation. It was recommended that a resolution to this effect be presented to the coming meeting of the National Chamber of Commerce at Atlantic City.

The definition of invested capital, as contained in the bill before Congress, was declared to be unfair to lumber manufacturers, and it was declared that the pre-war values as of March 1, 1913, if the property was acquired before that date, ought to be recognized as the measure of investment; and lumbermen ought to acquaint their representatives in Congress with the unique economics of the lumber business.

The meeting went on record as opposed to the increases in railroad rates that have been proposed; and on the other hand, it advocated measures for the purpose of relieving lumber of unjust transportation rates which it is now paying.

The building of wooden vessels was favored.

The meeting declared itself opposed to any general readjustment of wage scales that are not in keeping with general adjustments of living costs and economic conditions.

The request of the American Federation of Farmers for representation on wage boards where awards affect the farmers' cost of living, was favored by the meeting, and the promise was made that the request would be duly considered in constituting such boards.

The work done by the Forest Products Laboratory at Madison, Wis., was approved, and lumbermen were asked to avail themselves of the help offered by the laboratory. Hope was expressed that the government would make adequate appropriations for carrying on the laboratory's work.

A census of the country's standing timber was approved, and the help of the National Lumber Manufacturers' Association was pledged to the bureau of the census and the Forest Service if they undertake to compile such census.

Reciprocal import duties were favored, to the end that foreign countries cannot ship their lumber in here free of duty unless they admit our lumber free.

It was the sense of the meeting that lumber interests should be adequately represented at the forthcoming Atlantic City conference,

and that all regional associations be notified of the importance of that meeting.

The concluding resolution was in these words:

"This convention endorses the suggestion made by Judge Edwin B. Parker in his very able address, wherein he stated that the government's program of price fixation should be abandoned at the expiration of the periods as fixed by the price fixing committee for the various regions."

Northerners Hold Pre-convention Meeting

On Thursday members of the Michigan and Wisconsin hardwood manufacturing trade held a meeting preliminary to the mass meeting on Friday and Saturday. About a hundred prominent manufacturers from these two states were present, the discussions hinging mainly upon problems and prospects pertinent to that particular section. The tone of the meeting was keenly optimistic, there being a total absence of any spirit of pessimism. Northern operators anticipate a short period to cover preparations for great activity in all wood using lines. The entire lumber trade is greatly cheered over growing evidence of building resumption, it being, though, the general idea that frame construction will not get very well under way until spring building weather comes on. There will probably be no delay, however, in starting such large projects as public buildings of all kinds, and in fact, permits for immediate construction have already been issued for numerous such large projects in many of the big cities.

The various speakers dwelt upon the necessity for a closer studying of markets and keeping check on changes that may be expected to occur. It is impossible to accomplish the tremendous readjustment that will come about during the next six months without radical changes, and the speakers concurred in recognizing the absolute necessity for a close individual study of conditions and for working together on the part of the trade as a whole.

Among the prominent speakers were H. H. Butts, Park Falls, Wis., chairman of the markets committee of the Northern Hemlock and Hardwood Manufacturers' Association; J. H. Kirby, president of the National Lumber Manufacturers' Association; W. R. Brown, Berlin, N. H.; Assistant to Director of Lumber Edgar of Washington, D. C., and J. E. Rhodes, New Orleans, La., secretary of the Southern Pine Association.

Special Training for Woodworkers

The New York State College of Forestry at Syracuse has sent out a circular letter to some of the larger operators in the forest products industry, placing before them a suggestion concerning the disposition of soldiers who return from Europe and who will be under the necessity of finding suitable work. This applies particularly to those who have been wounded and for that reason must give up what they were doing before the war and must find something else. Men may have lost a hand, a foot, or an eye, and on account of it not be able to accept work to which they were formerly accustomed, but who are fully able to do other things, if given the benefit of special training. For instance, a man who has lost an eye or a hand would not be disqualified from operating a dry kiln, or a man with one foot might qualify as an apprentice to the machine foreman of a paper plant.

The college above named makes the suggestion that it undertake the special training of such soldiers and assist them in securing suitable positions. The college has dry kilns, woodworking machines, and miniature plants of various kinds with which to give training in practical work along different lines. Letters have been sent to manufacturers, acquainting them with the proposal and asking them if they have places for any men who may be given this special training. In this way it is believed that a line can be had on the possibilities of the plan.

Government contracts for housing are being placed and new and special types of office furniture are being prepared for the government.

Five-ton and ten-ton artillery tractors are now in quantity production of approximately 500 of each type per month. This production is being steadily increased.

Northern Wholesalers in Live Meeting

The one thought carried away from the semi-annual meeting of the Northern Hardwood Wholesalers' Association was optimism. The meeting was given over entirely to a discussion of future outlook. The question was approached from every conceivable angle. The meeting took place Friday, the fifteenth, at the Milwaukee Athletic Club. President H. C. Humphrey of Appleton, Wis., was in the chair and spoke as follows:

History since our last meeting has been making rapidly. The Hun has been vanquished—an armistice been proclaimed—the bloody part of the war is over and now comes the great problem of readjustment, and getting business from a war to a peace basis. What the immediate future has in store for us is the great problem we have to meet. The coming few months, in my opinion are going to be critical ones and it will be necessary for lumbermen to use their greatest ability and courage in keeping their business from becoming temporarily panicky as far as lumber prices are concerned.

My understanding is that most all consumers are under the impression that there will be a very decided slump in all lumber prices now that peace is at hand and that they are postponing their buying with that expectation and it is, therefore, necessary for us to keep a tight rein on our sales and use every effort possible to keep prices from becoming demoralized. No one can form any idea of what conditions are going to be. One man's opinion is about as good as that of another.

A few days ago I read a very enthusiastic speech made recently by a prominent head of a large eastern banking concern to the effect that the prosperity of this country would not be affected by the close of the war and that there would be more goods bought than during the war period and that in his opinion this country was to have unlimited business, stating that we were coming out of this war the richest nation on earth—that we would have the largest merchant marine—that we had been enlarging our foreign trade during the war period—that our factories were in shape to immediately take over a large percentage of this foreign trade.

Shortly after that I read an article written by an equally prominent man to the effect that the country was about to go through trying times during the reconstruction period—that prices and wages were on an unnatural basis and that it would be necessary to bring about a radical readjustment—that the five million men that were in the employ of the government would be turned back to peaceful pursuits, which would naturally bring about a surplus of labor and that industrial conditions would have to be scaled down to a lower basis and that when this was attempted it would mean trouble and that it behooves business men to look ahead and use the utmost conservatism in handling their business.

Between these two opinions we have that of Judge Gary of the United States Steel Corporation, recently expressed as follows:

New York, November 12.—Elbert H. Gary, head of the United States Steel Corporation, today warned the American people to be on their guard against "economic demoralization, depression, and possibly panics" which might accompany readjustments after a world war.

In a statement issued before he left for Washington to confer there tomorrow with the War Industries board regarding steps necessary to return the steel trade to a peace basis, Mr. Gary cautioned the public to "exercise prudence, deliberation, and courage," as "much depends upon the attitude and speech of men."

Mr. Gary asserted that there would still be "a normal and certain volume of business." Any attempt to secure more than a proper share of this business, he said, would impede rather than accelerate prosperity, so that "we must all trim our sails in accordance with the drift and amount of business."

The brightest business men in the country differ as to the future, so it is therefore up to each one of us individually to plan out the future for himself and the one that guesses right is the one that is going to have the greatest success.

It would seem, however, to me that our policy should be conservative and while there may be some readjustments in lumber prices, we should use the utmost endeavor to keep our heads and refuse to demoralize the market during the uncertain period of the next few months.

There was quite a disposition in the individual remarks to consider the future of the lumber business as a distinct proposition, for there seem to be enough influences that have a direct bearing primarily on lumber that the outlook for lumber may justifiably be considered by itself. Viewing the matter from this standpoint, one must take into consideration such elements as certainty of large export business for lumber already developing, export demand for many products such as furniture made from lumber, and the certainty of immense building prospects, and the fact that so many industries using wood have been closely restricted will now expand to the utmost with increasing need for their products. The discussion covered all of these points thoroughly, each being considered according to its separate influence upon

the future of hardwood lumber. It is certain, judging from the reports and opinions advanced, that lumber stocks are low and will continue low and with future demand assured, the combination leaves no room for doubt as to prices. There was some little discussion of the effect of the peace announcement on market values. Some cuts in price have been made, but as a whole, it seems that only those stocks which are of a special nature and have been used primarily for strictly war purposes have suffered noticeably. It is very natural for holders of such specialized materials not readily adapted to the normal commercial market to unload at the first reasonable opportunity, and it is quite likely that this policy will continue until stocks and production are entirely switched back to commercial lines. However, in the standard boards which do fit commercial purposes, the tendency is to hold tight, and judging from the sentiment expressed at the meeting, members present went back to their respective offices with a much firmer determination to sit tight and a much greater confidence in the future of their business.

More Regarding Philippine Mahogany

Readers of *HARDWOOD RECORD* have shown considerable interest in the Philippine mahogany discussion which has been carried on for the past few issues. The discussion is between prominent handlers of Philippine mahogany in this country and S. J. Record of New Haven, Conn.

The following is a letter received by *Hardwood Record*, which is in reply to a letter from Mr. Record published in our issue of October 10: *

NEW YORK, October 18. —Editor *HARDWOOD RECORD*:

We have read with interest S. J. Record's letter of October 10, defending his former criticism on Philippine mahogany which appeared in your magazine recently.

We are gratified to note in Mr. Record's last letter that he "does not wish to give the impression that the Philippine woods are without merit because such is not the case." We are sorry, however, that it required our letter of protest to bring out this statement (or admission).

Mr. Record originally claimed, at least by implication, that Philippine mahogany was an inferior wood as compared to other mahoganies on the market. This we most vigorously deny. On the contrary, for many purposes it is preferred to either of its principal competitors, notably in boat and shipbuilding, passenger cars, pattern work, and trim for large buildings, and many other uses.

Mr. Record, we believe, stated in his former article that Philippine mahogany had caused much trouble on account of the difficulty in sorting it out from other mahoganies with which it had become mixed at some propeller factories. He then went on to show how the inspector could, by cutting the pieces and giving it some sort of microscopical examination, decide which was Philippine mahogany and which some other sort. Now he states that Philippine mahogany bears only a "superficial resemblance" to the other mahoganies.

We submit that if it is necessary for the inspector to make laboratory tests on each piece "suspected" of being Philippine mahogany, that the resemblance must be somewhat more than "superficial" as Mr. Record claims. Under separate cover, we are sending you some cuts which will give you an idea of the appearance of the wood, as they are taken from photographs, and also, will show you the character of buildings into which the wood is going. The entire woodwork of this beautiful building is Philippine mahogany.

Mr. Record, we are sorry to see, is displeased with us for selling Philippine mahogany as Philippine mahogany. This name was used by common consent of our customers and ourselves when we first began to import it some twelve years ago. This name was used not with the slightest intent to deceive (any unsuspecting botanist) or to trade on the names of other mahoganies on the market, as we sold always by sample, but simply because the name "Philippine mahogany" was more accurately descriptive, in the judgment of all the people handling and using the wood, than any other that could be thought of. It seems to us that Mr. Record's pain at our crime in continuing to use the name "Philippine mahogany" is somewhat overdrawn. If it would distress a botanist to find the underside of his new mahogany dining table labeled "Tangulle" we should think finding there a name like "*Khaya sengalensis*" or say "*recinodendron africanus*" would probably prove fatal.

Seriously, when African mahogany was first introduced a number of years ago, and sold as a substitute for "true" mahogany, it was sold not on the grounds of any botanical relationship however tenuous, but be-

Birch as Veneer Wood

Material Furnished by Different Species of Birch



EARLY 25,000 feet of birch logs a year are reduced to veneer in this country, and nearly all of it is worked by the rotary process. More than fifteen states report the manufacture of birch veneer. The largest producers are here shown:

	Feet, Log Scale
Wisconsin	16,218,000
Vermont	2,300,000
Michigan	1,875,000
Maine	1,838,000
New York	714,000
Arkansas	299,000
Ohio	119,000
Maryland	75,000
North Carolina	23,000
New Jersey	20,000
Indiana	15,000
West Virginia	15,000

Birch veneer comes from widely separated regions, though two-thirds of all is reported from Wisconsin. Four and perhaps five species of birch are represented in the veneer output. They are sweet birch, yellow birch, paper birch, river birch, and probably white birch. The amount of each cannot be definitely stated because figures are not separately tabulated and all birch is listed as the same; yet it is well known that all are not the same kind.

The sweet and the yellow birches are used more than the others in the form of veneer. Most birch furniture and interior finish are of these woods; while boxes, baskets, and wrapping sheets for rooted plants and other nursery stock, account for much of the veneer made from river and paper birch.

The high grade veneer for furniture is more important than the rest and is made in larger quantity. Yellow and sweet birch develop a high percentage of colored heartwood, which is much valued by furniture makers. It is rich brown or reddish. This is the birch which often passes for mahogany. The white sapwood of yellow and sweet birch is acceptable as veneer for furniture and finish, but it is not usually considered equal to the colored heartwood.

The heartwood of paper birch is as nicely colored and is as satisfactory as that of the two furniture birches, except that the heart of paper birch is comparatively small and is not often cut in veneer. The trunk of paper birch is mostly white sapwood, and the veneer cut from it fills important places, but in certain lines only. It is made into three and five ply panels; or it serves as the cores only of such panels, where finer woods are wanted for the surface sheets.

Much paper birch veneer has been used in the manufacture of shipping boxes when a white, clean appearance is desirable. Many lemons have been shipped from Italy to this country in boxes made of New England paper birch veneer. The wood is strong and it is not necessary

that the shipping boxes be made of thick sheets in order to insure safe transportation.

A large part of the excellent panels formerly made in Russia and which enjoyed a high reputation, were of a species of birch very similar to paper birch of this country. The Russians seasoned much of their veneer by passing the sheets between hot rollers. They made panels of veneer which a few hours before had been cut from green logs. That process has not been much tried in this country, but no reason why it would not succeed is apparent. Paper birch is suitable.

Birch veneer runs in thicknesses about like other woods. More is one-eighth of an inch than of any other thickness, and one-seventh comes next. These two thicknesses aggregate more than one-third of the whole birch veneer output of the United States; but much is cut one-fourth and three-sixteenth inch.

The quantity of birch sawed into lumber per year is eighteen times as large as that cut into veneer.

Explaining the Woods

Most veneer and panel manufacturers, whether talked to either individually or collectively, will admit a lack of knowledge on the part of the public about woods. Most all will admit that here is a fruitful field for effort of an educational character, and agree that it would be better for everybody concerned if the public as a whole could be more specifically educated in its knowledge of wood in the finished form. But when the question arises as to whose duty it is to do this there is a slacking of interest and a tendency to shy away from a further discussion of the subject. This is regrettable, not merely because it is a handicap to the education and progress, but more specifically because it is also a handicap to advertising progress. There is no bigger field for educational possibilities in connection with veneer, panels, furniture and cabinet wood of all kinds than that of explaining the woods to the general public.

Two fields of endeavor are open. One is among the dealers in furniture, pianos, and talking machines and the other is among the public schools of the country to educate the rising generation to more intimate knowledge and understanding of the different woods and their beauty. A little work along the latter line has already been done by men interested in the welfare of the veneer industry. It has been found comparatively easy to interest the schools in veneering and but little time and effort are required to collect a diversified lot of samples of veneer which enters into furniture making and other industries, both in the form of the thin face veneer and of built-up wood. With a bundle of samples a very interesting talk can be made to a school on identification of different woods in common use, both domestic and imported; how veneer is produced and used, and why built-up lumber resists splitting and has greater strength.

The need for educational work among retail furniture dealers and their clerks was made apparent recently by a few experiments. It was found by actual inquiry by buyers and prospects in furniture stores that on an average more than half of the general public could not distinguish plain oak from quartered oak, birch from mahogany, and could not name plain maple. Some of the more outstanding figures in wood could be distinguished. Many could recognize birdseye maple and there was a general idea that ma-

Be Prepared for Peace

*Now that the war
is over—*

Governmental restrictions curtailing the production of furniture, talking machine cabinets, etc., have already been modified, again allowing manufacturers to operate to nearly full capacity.

Are you prepared to meet this condition by having good stock of materials on hand?

Don't allow your operations to be interfered with by failure to have raw materials in your factory when you need them.

Isn't it also good policy to get your orders placed and shipments moving before the usual winter railroad embargoes become effective?

We manufacture from the log, and can ship promptly—first grade at reasonable prices:

veneers figured and plain Tops & Panels

Buying in combination carload lots will save considerable in freight charges, and expedite delivery.

**THE LOUISVILLE
VENEER MILLS**
LOUISVILLE, KY.

veneers for AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

hogany is a reddish wood, which helped some in locating mahogany as long as the mahogany was finished in its natural colors. When the mahogany was stained brown, however, it was confusing, and there was always confusion between mahogany and stained birch.

It would be a splendid idea to have all furniture on display in stores labeled, the label telling not only the kind of a face wood used but also indicating the specific classification as to figure and finish.

Whatever plan is followed there is a great work here and one which should be handled by the furniture manufacturers and dealers with the co-operation of the veneer and panel manufacturers who supply the wood with which the furniture is made. There is room for a general getting together and a federating of efforts with a view to waging a country-wide systematic campaign of educational exploitation which will have for its slogan, "explaining the woods."

What About Quartered Oak?

Quartered oak has been a prominent item in face veneer practically ever since we have had a face veneer industry, and it has made such a place for itself that the question of the day is, not how much favor it may still find, but how and where are we to get enough of it to supply the needs? And there is another question of what about cost and price?

War's demands and the airplane business have almost played hob with the oak supply that ordinarily goes into fitches for quartered oak veneer. The shipbuilders, the wagonmakers and those making propellers for airplanes have been demanding the good oak, and paying some prices for it that make one wonder about the veneer prices of the future if this keeps up. One quartered oak veneer man when asked about this, shrugged his shoulders and said: "With prices of \$185 for propeller stock in quartered oak eight inches and up, what do you think the price of veneer fitches should be?"

It is interesting in this connection to go back into the earlier days of the industry just to see what has happened to prices in the past, and it is a peculiar fact that there have been very few changes, and none of them radical, in the quartered oak veneer prices up to the time of the war. Recent investigation of price lists on this item in veneer, some of them going back nearly thirty years, shows how little the changes have been. Back more than twenty-five years ago 1-20 inch quarter-sawed oak was listed at twenty dollars, a price fairly comparable with prices of the later days up till the time war demands upset all previous values and calculations.

Oak stumpage had been making some advances meantime, and the wonder is that the veneer prices did not advance along with the increased timber values. That they didn't is fairly good evidence that the oak veneer manufacturers were working on pretty close margins before the war period. And now the question is, what about the future? How much higher will we find stumpage and lumber values when it is all over? How much higher in cost will the fitches come, and what in the way of prices will be necessary on quartered oak veneer for those making it to come out with a margin of profit? Also there comes the other question of how much a sharp advance in price may curtail the use of this veneer, but as that involves the possible substitution of other woods

(Continued on page 29.)



GOVERNMENT CONTRACTORS NEEDING

ROTARY CUT POPLAR and GUM VENEER

WRITE US

Our Rotary Veneer Factory is now operating and we are prepared to furnish you Rotary Veneer for quick shipment.

This Factory was constructed mainly for furnishing Veneer to the Government or to those having Government contracts. For this reason such orders will be given preference.

Veneer under $\frac{1}{8}$ " in thickness is dried in our textile dryer. $\frac{1}{8}$ " and thicker is dried in our vacuum tunnel dryer. All veneer comes out flat and dry. Can cut lengths up to 98". Nothing but Clear logs are put into our lathe, which gives you high grade Veneer.

To those who do not require Veneer in carload lots, we offer a strong inducement for your business by furnishing mixed cars of Rotary Cut Veneer, Sawed and Sliced Quartered White Oak, Figured Red Gum, and Hardwood Lumber all from our own mill. Carload shipments mean quicker deliveries, eliminate damaged goods, save L/C/L freight, and get closer prices.

Those who use our products know that "N. B." is a significant expression, and that its meaning, "None Better," has been established thru years of earnest desire and endeavor to make our products and our service fully satisfy—which is the basis of real salesmanship.

Correspondence Invited

NICKEY BROTHERS, INC.
MEMPHIS, TENNESSEE

A Fair Sample of Our Poplar Logs



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

LONG-KNIGHT

LUMBER COMPANY

CYPRESS

WALNUT—HARDWOODS

WALNUT

25,000 ft. 4/4" FAS, 6" and wider
200,000 ft. 4/4" No. 1 Com., 4" and wider
15,000 ft. 5/4" No. 2 Com., 3" and wider
15,000 ft. 6/4" No. 2 Com., 3" and wider
15,000 ft. 8/4" No. 2 Com., 4" and wider

PLAIN RED OAK

13,000 ft. 4/4" FAS
16,000 ft. 5/4" FAS

PLAIN WHITE OAK

10,000 ft. 3" No. 1 Common

ASH

12,000 ft. 8/4" No. 1 Common
15,000 ft. 6/4" No. 1 Common

Manufacturers and Wholesalers

Indianapolis, Indiana

HUDDLESTON-MARSH MAHOGANY COMPANY

Importers and Manufacturers of

MAHOGANY

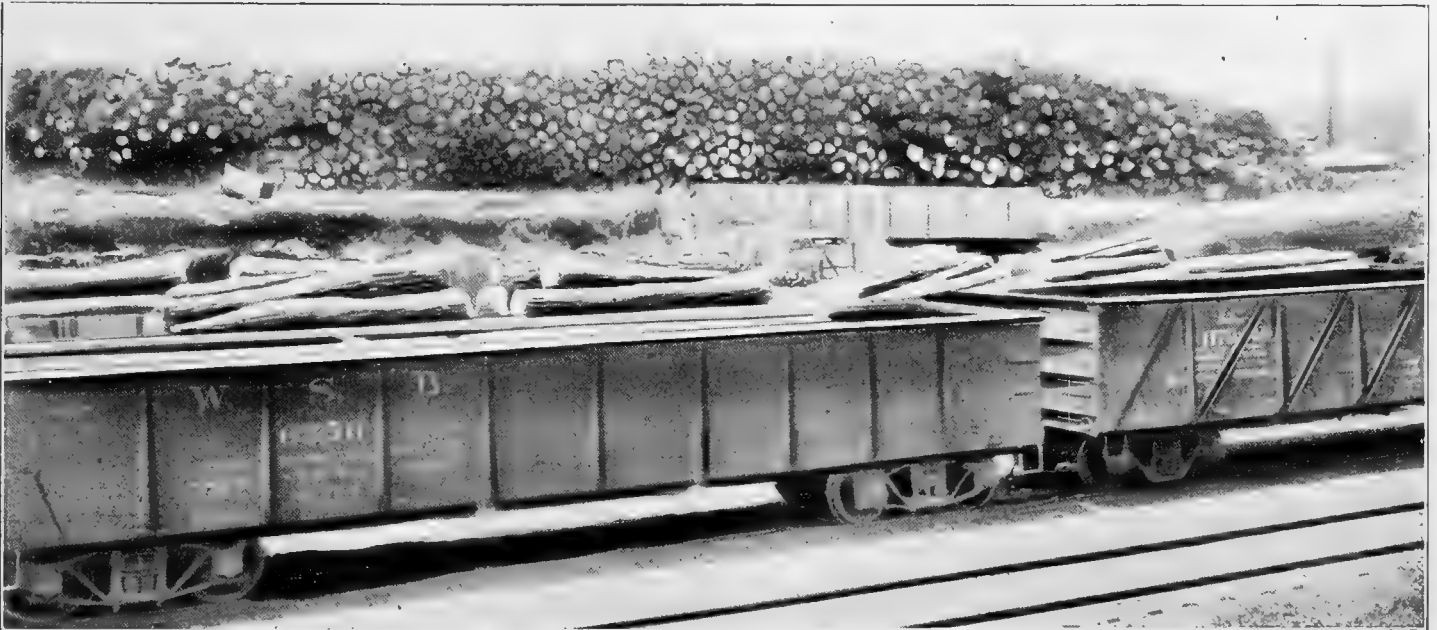
Lumber and Veneer

2256 LUMBER STREET
Chicago, Illinois

347 MADISON AVENUE
New York City, N.Y.

WE NEED WALNUT LOGS *for* GOVERNMENT PURPOSES

You will be assisting our
Government by advising us of any
Walnut logs or timber you know of



Pickrel Walnut Co.

St. Louis, Missouri

WALNUT LUMBER, DIMENSION STOCK AND VENEERS

PLYWOOD

For Makers of

FURNITURE
CABINETS, CHAIRS
TABLES, DESKS
TRUNKS
MOTOR TRUCKS
FILING CABINETS
INTERIOR TRIM AND FIXTURES

Made of

QUARTERED OAK
MAHOGANY
BLACK WALNUT
QUARTERED GUM
PLAIN RED GUM
PLAIN OAK
ASH
BIRCH
ELM
BASSWOOD AND MAPLE

FLAT OR BENT WORK Machined or in Panels
With or Without Part Cabinet Work Finished or in the White

SEND US YOUR SPECIFICATIONS

WISCONSIN CABINET & PANEL CO.
NEW LONDON, WISCONSIN

We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length
VENEERS, 1/20 to 5/16 incl., up to 22 feet long



Hoffman Bros. Co.
FT. WAYNE, IND.

Reg. U. S. Pat. Off.
Est. 1887
Inc. 1904

All our logs come from the northern forests.

(Continued from page 24)

which have also attained new values it is not so much of a question as it may seem at first.

Right now those who have to buy flitches on the outside for making their veneer are facing a serious shortage in supply as well as much higher values. Those who make their own flitches and have gotten in a fair supply of logs are better fixed. Yet those logs not only cost more than formerly, but if they have a higher value for something else why cut them into veneer? In a word the veneer product must yield returns comparable with other oak products taking the same class of timber, and the question of the day is, what price will this make?

Plainly the quartered oak veneer folks are facing right now a question of prices such as they have never faced before, and this question will likely continue with them for some time in the future.

An old chair has been found in a hall at Aberdeen, Scotland, dated 1661, which is attracting attention because it has been identified as African mahogany. That date is 150 years earlier than the first mahogany was shipped from Africa, so far as records show, and it seems to prove an earlier trade in that wood than was supposed. But the "wood doctors" are beginning to disagree. One pronounces the wood not mahogany but apple, while another believes it is yew. If experts cannot agree, it is a waste of time for others to quarrel over the identity of the wood. It ought to occur to some of the disputants to send a small piece of the wood to a dendrologist with a microscope. He might puzzle over its identity, but he could quickly decide between such radically different woods as African mahogany and apple wood.

Hickory nuts that had been gnawed by squirrels or rats have been found in geological formations believed to be a million years old.

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS

PERKINS
Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

*Spanish
Cedar*
*Mexican
Mahogany*
*African
Mahogany*

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

Astoria Veneer Mills & Dock Company

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

veneers and panels

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

Made in St. Louis by

St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

THERE IS PLENTY OF WALNUT

The close of the war shows more walnut in sight than was dreamed of before. War needs caused a thorough canvass and brought to light vast quantities of trees before unknown. Manufacturers are now heavily stocked on logs and have a permanent supply of standing timber ahead. Lumber consumers can proceed with the positive assurance that all present and future lumber and veneer needs can be handled even better than before the war.

Write

GEO. N. LAMB, *Secretary*

McLachlen Bldg., Washington, D. C.

American Walnut M'f'r's Association

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

cause it resembled the other mahogany in appearance and had other good qualities.

The fact that African mahogany is not really mahogany (and so stated in U. S. Gov't Forestry Bulletin), technically speaking, has never militated against it, and rightly. Most of the criticisms which it suffered at first were simply the same old stock objections which from time immemorial have always been made to any new wood when first marketed, viz.: that it warped more than the older wood, that it dulled the tools, that it was difficult to finish, hard to work, etc., etc. These objections were gradually overcome and African "mahogany" through its real merits established itself (in spite of the fact that its name is "*Khaya senegalensis*" instead of "*swietenia mahoganii*"). Does Mr. Record claim "African" is exempt from his "true" test?

Philippine mahogany during the past twelve years has gone through identically the same experience. The prejudices of 1906 to 1908, due partly to inexperienced dealers selling soft wormy pattern wood to old fashioned cabinet makers, and hard heavy figured wood to speed boat builders using the light weight stock; partly to skilful spiritualistic phenomena (commonly called "rappings"), carried on by salesmen selling more expensive woods; and partly due to that trait of human nature which naturally hates to adopt anything new, have been overcome.

At the present time it is firmly established. Its qualities are understood, it is marketed, we believe with some degree of intelligence; at least, we take great pains to give each customer, wood adapted, in texture, color, figure and the like, to his particular requirements. That this is a good business policy and also that it results in satisfied customers is proven by the phenomenal growth of the business and also by the fact that practically all the customers we have made have come back for more wood, in spite of its unfortunate botanical name.

When Mr. Meeker or any of your staff are next in this vicinity we wish you would stop and look over the stock of Philippine mahogany on our yard at Long Island city. We know, as lumbermen, you will be interested in what we have to show you. We are always glad to send samples of the wood, large enough ones to show what it looks like, and if you would care to have some, we will send them to you, carefully marked "Philippine" so they will not be mistaken for African, in case the recipient happens to have left his microscope at home.

May we trespass on your good nature for space enough to say one more thing? We wish Mr. Record would not call us "promoters," either with or without quotation marks. We are plain lumbermen and the name "promoters" does not fit the Indiana Quartered Oak Company, nor we are sure does it fit our friends, the Nicola, Stone & Myers Company, or the Robert Dollar Lumber Company.

Thanking you for your courtesy in again opening your columns to us, we are

INDIANA QUARTERED OAK CO.,
HERBERT MEAD, JR.,
Vice-President.

*(The reader's attention is called to Bulletin 474, entitled "True Mahogany," issued by the United States Department of Agriculture, Forest Service, Washington, D. C., written by C. D. Mell, forest examiner.)

Meeting of Wholesale Bureau

The National Bureau of Wholesale Lumber Distributors met on Friday and Saturday of last week, at the Congress hotel, Chicago, at the time of the general lumber mass meeting.

President Louis Germaine of the Germaine Company, Pittsburgh, Pa., was in the chair, assisted by Secretary C. W. Cantrell. The meeting was a rather informal affair, having no set program, but was given over to general discussions of the wholesale distribution of lumber. The subjects covered the present status of the wholesale element and future questions which must have definite consideration and solution.

The session started on Friday afternoon, the speakers on that occasion being Prof. R. C. Bryant of the United States Forest Service and Capt. George M. Chambers, formerly secretary of the Kendall Lumber Company, Pittsburgh, who resigned to take up war work as chief of the lumber section of the war department.

Prof. Bryant talked on the general question of lumber export as affected by present and prospective European and South American markets. He went into detail as to fields that lumber is to find in those countries and uses to which lumber may be put at such destinations.

The subject of Capt. Chambers' talk was the disposal of lumber now on government order and not yet shipped, and lumber that has been shipped to government agencies not yet used, and of the salvage of excess lumber now in place in many departmental buildings, such as camps, etc.

Capt. Chambers went very fully into these questions, making the

recommendation that the lumbermen send a delegation of competent men to Washington in order, through proper advice and conference, to regulate the distribution of this surplus stock so that it may not disturb the normal markets for lumber.

The balance of the Friday session was given over to a discussion of these questions as they came up.

The chair appointed a resolutions committee at the afternoon session which was to report on Saturday.

The Saturday's session was held in the morning terminating with a very pleasing luncheon at noon. The principal speaker was Hon. Jos. E. Davies, counsel for the commission. Mr. Davies made a very pleasing talk, congratulating the wholesalers upon their present status due to official recognition of legitimate wholesale merchants as being an essential factor in the distribution of commodities. He complimented the association upon its excellent brief prepared by the president and secretary, and submitted in favor of the wholesalers' bureau.

The report of the treasurer showed the association to be in excellent financial condition, there being a balance of about \$20,000 on hand.

The main resolutions covered the question of railroad purchases of lumber and question of distribution of the surplus lumber above referred to. The railroad resolution requested that the railroad administration proceed with its purchase of lumber without waiting to do too much shopping after prices, so that the movement of lumber into necessary railroad consumption may proceed without delay and that normal markets for lumber may not be unduly affected by withholding of this legitimate business. A resolution on surplus lumber had to do with the establishment of concentration yards and the suggestion that this work be turned over to the wholesalers' bureau.

Northerners Discuss Foreign Trade

Members of the Michigan and Wisconsin lumber organizations held conferences during the mass meeting at Chicago having to do mainly with efforts to line up the foreign trade. The main point under discussion was the question of sending Roy H. Jones, now manager of the Washington office of the Northern Hardwood Emergency Bureau, across for extensive study and development of foreign markets. Michigan seemingly would benefit mostly from such propaganda, as maple flooring would be the chief item, and Michigan members are already very much in favor of the project, but Wisconsin is withholding its support until after the Atlantic City meeting of the Chamber of Commerce of the United States, as it may be determined at this session and through conferences there between representatives of the northern lumbermen just what the prospects may be for lining up such business. Mr. Jones will be in attendance with data he is gathering on what will be purchased, how purchasing may be done and on other pertinent points.

It seems it is not yet sure whether these purchases may be made on the other side, and whether or not foreign purchasing agencies may not be established on this side.

M. J. Fox of Iron Mountain, Mich., was chosen the delegate of the Northern Hemlock and Hardwood Manufacturers' Association to attend the Chamber of Commerce meeting.

Operators' Union Formed In Memphis

The sawyers and filers of a number of mills in Memphis and elsewhere in the Memphis territory have formed the Sawyers and Filers' union, but the latter has neither demanded nor received recognition from the mills. Furthermore it has not yet formulated a scale of wages. It is estimated that there are between twenty-five and thirty members of the union, representing about three-fourths of the mills in Memphis and some outside of Memphis. The mills are generally paying sawyers and filers \$7 to \$8 per day.

Sawmill interests in Memphis and elsewhere in that territory are not pleased with formation of this union, but the former have not, as yet, taken positive action in regard to the matter and may not do so for some time. The subject has been informally discussed and it would seem, from information available, that sawmill interests are standing together on the proposition.

Clubs and Associations

Logging Meeting Called Off

The Appalachian Logging Congress, which had arranged to hold a meeting November 26 and 27 at Lexington, Ky., has been postponed to a time and place not yet announced. That action was taken because of a new outbreak of influenza.

Federated Industries to Meet

The National Federation of Building Industries will meet at Atlantic City, December 11. The various phases of the building industry will be duly considered, and plans will be formulated and recommendations to the war industries board will be made. A large attendance is expected and excellent results are anticipated.

Vehicle and Implement Men Meet

A series of meetings by farm implement and vehicle manufacturers was held in Chicago, November 19 and 20. The farm wagon department of the National Implement and Vehicle Association convened at Hotel LaSalle and carried out a program consisting of discussions and papers on the following topics: Government War Needs; The French Wheel Order; Standardization and Publicity; Permanency of Elimination, and After the War Problems. A number of other trade matters were considered, such as cost education, wagon terms, uniform wide-tire laws, wagon and truck warranty, and factory management.

The thrasher and tractor divisions held its meeting at the Auditorium hotel. The wagon association by unanimous vote declared in favor of abiding by the government eliminations and standardization of wages for a period of two years.

Conference on Cutover Lands

The Memphis Chamber of Commerce and the Southern Alluvial Land Association are proceeding vigorously in securing definite data regarding lands in the valley territory available for use of returned soldiers and sailors who show an inclination to engage in agriculture. These two organizations were authorized, in resolutions adopted at a conference of governors, legislators, bankers, land owners and other interests of Mississippi, Arkansas and Tennessee held at Memphis, November 15, not only to invite the cooperation of other bodies in this part of the country in securing all possible information as to the quantity, location and price of such lands, but also to ask them to aid in securing passage of necessary legislation in furtherance of this movement in both state legislatures and congress.

Dr. Elwood Mead was the principal speaker at this conference. He is an international expert in land settlement and is the closest adviser of Secretary Lane of the interior department in getting the soldier-farm question settled. He made it perfectly clear, however, that the government will not buy these lands outright for soldiers and sailors, but will expect states, communities or individuals to arrange for sale of these properties to the heroes of the war as they come back. He said the government would provide the necessary homes and equipment and that it would not settle on farms any men who did not show distinct inclination toward agricultural life and activities.

Some owners of lands in this territory have lost some of their enthusiasm for the government plan since they have found that the government will not buy these properties outright. Others, however, feel that such lands as are sold will be developed so well that they will greatly enhance the value of adjoining properties, thus compensating for any loss that may be experienced through sacrifice of lands sold at this time.

Memphis Clears for Battle

J. F. McSweyn, president of the Lumbermen's Club of Memphis, fired the opening gun in the campaign for the election of officers for the ensuing year when, at the meeting of the club at the Hotel Gayoso, Saturday, November 16, he named two committees to select candidates for president, two vice-presidents and a secretary-treasurer. These committees are composed of the following: C. R. Tustin, W. L. Crenshaw, Bart Tully, Joe Thompson, F. B. Robertson and F. T. Dooley. They will make their reports at the next meeting of the club, scheduled for December 7. The election itself, a big event every year, will be held December 14.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, brought a vast shout from members of the club when he announced that the embargo on shipments of lumber to all territory east of the Mississippi and north of the Ohio and Potomac rivers had been lifted, and that it would no longer be necessary to secure permits covering such shipments. He had just received a telegram from the car service section of the United States railroad administration to that effect, and this was the first intimation lumber interests of Memphis had regarding this distinctly helpful relief.

J. H. Hines, chairman of the law and insurance committee, announced that the lumbermen might, if they acted promptly, secure modification of the pending revenue bill in congress, with particular reference to income and excess profits taxes. He intimated that Secretary of the Treasury McAdoo was in a willing mood and urged the members of the club to take action immediately.

Dr. C. H. Williamson, who has become spiritual adviser to the lumber-

men, delivered a brilliant address on the part Memphis lumbermen should play in bringing about "the day of the common man," saying that the great victory on the field of battle in Europe would mean little if it did not improve the opportunity and the conditions of life surrounding the great mass of common people in the United States, in Europe and in every other country in the world.

Earl Palmer responded on behalf of the lumbermen, and after expressing appreciation of the address of Dr. Williamson compared the contest in Europe to a vast game of poker. He disclaimed any knowledge of this mighty game, but his intimate use of poker parlance utterly belied his disclaimer.

Export Booking Department Organized

The export booking department of the Southern Hardwood Traffic Association, which was formally launched at Memphis Tuesday, November 19, at a meeting of the executive and advisory committees recently appointed by President James E. Stark, will proceed vigorously with the chartering of sailing and other vessels for handling shipments of hardwood lumber and forest products to Europe.

Practically all of the fifteen members of these two committees attended this meeting and it was the consensus of opinion among them that there will be a tremendous demand for these commodities from Europe and that, for the time being, there will be comparatively little ocean freight room available in the ordinary way. All are anxious to begin shipping as soon as possible, however. Hence the effort that will be made to secure vessels of any kind under charter terms.

The belief in an exceptionally heavy demand from Europe is based primarily on two facts: First, that foreign markets are practically bare of hardwood lumber, and second, that this demand must be filled largely from America.

Already orders are being received at Memphis and J. H. Townshend reports inquiries from one British firm alone involving 50,000,000 feet. Some importers of American hardwoods are placing their orders now, instructing the sellers to pile the stock and care for it properly until such time as it may be shipped.

It is agreed by all members of the association that this export booking department, which will eventually have charge of all phases of handling foreign and coastwise movements of hardwood lumber, represents the most important departure made by this organization during its entire existence. Ultimate plans contemplate establishment of forwarding agents at all of the principal southern and eastern ports, quoting of rates, chartering of regular steamers and such other activities as will enable the department to render maximum assistance to members of the organization.

It is expected that the department will play an exceptionally large part in utilization of the big mercantile fleet being constructed in this country. Members of the association are too proud of this American merchant marine to overlook any opportunity of taking advantage of everything it offers.

With the Trade

West Virginia Box Factory Burned

On November 14 a large factory at Elkins, W. Va., and belonging to the Elkins Box Company, was totally destroyed by fire, causing a loss of \$200,000. An explosion of dust in a pipe which carried shavings from the works is thought to have started the fire. The company for the past two years has been engaged in war work, manufacturing barbed wire reels and boxes for the allies.

Oldest Lumberman Now Living

The Canadian Lumberman prints a picture and sketch of Collins La Fortune of Port Dover, Ontario. He has passed his hundredth year, and for eighty-five years was engaged in the lumber business, but he has now retired and expects to find his exercise hereafter in fishing, hunting and working in his garden. He commenced the lumber business when he was fifteen years old by cutting white pine ship timber.

Memphis Mill Burns

Fire of unknown origin destroyed the main buildings of the L. D. Murrelle Lumber Company, Plum street and Illinois Central railroad, North Memphis, and caused an approximate loss of \$49,000. More than \$100,000 worth of lumber was saved by prompt work. The fire occurred early on the morning of the tenth. Directly opposite the plant of the Murrelle company is the Kelsey Wheel Company, valued at several hundred thousand dollars, and it had a narrow escape.

Soldier's Letter from France

The letters which follow were written from France, Sept. 16 and Sept. 28, to his family by Lieut. Joseph T. Mengel, son of C. R. Mengel of the C. C. Mengel & Brother Company, well-known lumbermen of Louisville, Ky. Lieut. Mengel is with the 146th field artillery, battery D. He was commissioned a first lieutenant at the officers' training school at Fort Sheridan, Ill., last November, and was immediately sent overseas:

Dear Family:
We have been getting little bunches of mail every now and then lately and I am fortunate enough to have gotten three in this last lot. Please do not use any address but 146th field artillery, for though our postoffice number is the same wherever we go, the other is sure to reach me and is sufficient.

If you want to know where we are located, first glance at the papers and whenever you see a big light featured you can feel assured we are in it; for we are now what is known as first corps artillery, that is, we are for use within the corps wherever the demand is greatest.

When we first landed in France we were with the 32 division (Michigan-Wisconsin) until the organization of the first army when we were made army artillery and now are for use anywhere within the organization either for offensive or defensive purposes.

We went through the second battle of the Marne as corps artillery and are certainly proud and much pleased with what you might call our latest promotion.

All we need now is a few hours notice and plenty of gasoline and we are ready for the skirmish. What do you think of our latest, not so bad was it, considering the strength of the defenses we were up against? I wish I could describe to you this elaborate system of emplacements, concrete dugouts, tunnels and mine shafts, with everything you could possibly want even to electric lights.

I would like to send you some of the souvenirs we found in one of the dugouts, that had evidently been occupied by a high commander. We have found any number of camouflaged helmets, war posters; in fact we do not now have to look for trophies, they are everywhere.

We went over one of the old battle fields of 1914 where a very famous scrap took place; and such ripped up ground, such masses of barbed wire and devastated forests you could hardly conceive of.

I am sending two copies of the Stars and Stripes and if you look on the last page you will see a picture of the big German gun emplacement that I told you about. I got a good look at it, and I tell you it was an enormous piece of work, fully 30 feet in diameter with a turntable resting on ball bearings about 10 inches in diameter. There was a spur running off the main line of the railroad for feeding ammunition to it and bringing in supplies. This was camouflaged with fresh brush that was thrown over the tracks, and where these crossed a road there were detachable rails.

The tube was not captured near this position, but further on, where it was in the process of being taken away some distance up the railroad. When an army is traveling fast enough to take a gun like this you can imagine that something similar to a rout is taking place.

Well, last night it rained again and as luck would have it I had not taken time to put up my little tent, but just pitched my cot by the roadside. Did I get up? Well I should say not, just pulled up the canvas fly over my head and let her rain. It has, however, taken all my ingenuity and very diligent sewing to protect myself otherwise; for, ever since the battle of the Marne, I have had a big hole in my trousers; and as things up here are very scarce I began to think my situation rather serious. However, a kind friend has just come to tell me where I can possibly secure a pair; so will have to close and take advantage of the opportunity.

Dear Family:

As you seem to be anxious to know the details of our maneuvers, will tell you about our march to the front, as the facts in this connection are now of no military value.

On the Fourth of July, after our parade through the streets of Clamont, and return to St. Amant, we were told to be ready on a moment's notice for a move to the front. We began loading our trucks, so when the order came we were ready and eager for the start to Issoir, where we boarded our side door Pullman that headed the train load of trucks and tractors. Two men were assigned to a compartment and by one's sleeping on the seat and the other on the floor, managed to freeze to death amid the tooting of whistles that announced our departure.

At six we pulled into the outskirts of Paris, passing hospital trains, a bunch of Howitzers and 75's and a load of small tanks; all bound for the same port, and from the hearty reception that greeted the arrival, we began to think we must be sorely needed on the fighting line, while Paris was packing up for a move on account of the progress Germany was making at that time.

About midnight we arrived at our point and by four in the morning were unloading and our convoy was on its way to a farm near by, which had served as a General's headquarters when the Germans were so close to Paris in 1914.

We then went immediately to a nearby town to draw our equipment, and, as one of our guns had broken down on the flat car and another had to be secured, there was just an hour left for sleep before our march began.

At eight A. M. the word came to proceed to —, and I was put in charge of the battery and also the battalion heavy convoy, with orders to proceed fifty kilometers and await further instruction. At nine everything was rolling and the 1000 pound trail spades were resting comfortably in their places after having been issued to the guns just one hour before.

The column when in motion was about a kilometer in length and all I had to keep things well closed up with was a Renault tractor with a thirteen-ton gun on behind, and when we came to a big hill, would have to walk about six kilometers to see that all got up safely.

Orders were to be at — at 3:30 P. M., so we did not stop for dinner, but went straight through, making only one stop to fill up with gasoline, and on our arrival parked up a side road until eight P. M. when further orders were to move to our position at the front, which was reached about midnight.

Two of the tractors ran out of gas, and as there was none to be had, this side of Paris, it was morning before we were * * * on our platforms, and then no camouflage did we have except some chicken wire and a few branches. We spent the day digging a recoil pit and by night were ready to fire. We were operating at that time with the 81st French Regiment, 6th Army, and the French Lieutenant was most pessimistic over our situation, declaring the Germans had 40 divisions to our 3 and he had information they were to attack us at midnight July 14th.

At 11:30 of that date everything we possessed that had a hole in it began pouring iron into the Germans, beating them to the attack, but at schedule time they came over the top in mass formation. We drove them back, but they came again and crossed the river in 16 places, advancing further. The order came to fire as far as possible and, believe me, we did all that night and at day break the word came that the infantry needed our help badly; they were going over the top. We could not increase our speed, we were working as fast as it was possible, and it was not till later in the day that the order was changed to: "Cease firing. Enemy out of range." This kept up, the infantry advancing so fast it hardly paid us to go into position some days. We followed as closely as possible and at night parked by the roadside.

One night we got a gas alarm at 12 o'clock—it was a Gotha dropping gas bombs. We took our masks off after making a test and the Gotha flew over us again, this time dropping a good big one which landed 20 meters from Walter Gleason and a piece as large as a plate lodged in a tree under which he was sleeping. That night we learned how to tell a Boche plane from an Allied one. They have an intermittent, galloping buzz that we all know pretty well now.

We kept up this race after the infantry for quite a while; one night we were ordered to move at eight P. M. after a two days' rain, with no chains for the tractors, so that they skidded off the road at every turn.

It fairly poured down and was so dark you could see better with your eyes closed. The mud was about six inches deep and at one place trees and horses were strewn all over the road, and the bridge we had to cross was being shelled with some eight inch stuff which for some reason or other did not happen to hit any of us. One came pretty close but turned out to be a dud.

Finally we pulled into the town just evacuated that morning by the Germans, and we were so close on the heels of the infantry, we had no positions reconnoitered, just put a couple of guns on the roadside and opened up. After about a week of this we changed sectors, but this is an average of our occupation and I will write the details of our other movements when they have become ancient history.

Am sending a poster that I found in a dugout in our last advance.

Affectionately,

TORR,
146 Field Artillery.

Pertinent Information

Lumber Market in Spain

Prospective exporters of lumber will do well to keep an eye on the market in Spain. The lumber shortage there is being severely felt. In the enforced failure of supply during the war the scanty forest lands of Spain have been called upon to make up the deficit to such an extent that the government has taken alarm and is now planning extreme conservation measures, which will pretty well shut off the domestic supply of timber. That will furnish the opportunity of the American timberman.

Heart-Rot in Hemlock

The Department of Agriculture has published Bulletin 722 dealing with the form of decay known as heart-rot, and choosing the western hemlock, beyond the Rocky Mountains as the basis of the study. The report was written by James R. Weir and E. E. Hubert. Some western hemlock is appearing in eastern markets, for which reason the bulletin will possess an interest for lumbermen east of the tree's range. The dealers in this wood in the western country claim for it a high degree of excellence and insist that it ought to be rated much above the eastern hemlock.

House Building in England

England will need 300,000 houses to supply its people, now that the war is ended. Plans have been drawn for that number, and land has been bought. Local authorities, in the various regions, will take charge of the work and the government will assist where necessary. Local architects are drawing most of the plans, and designs will vary in accordance with the requirements of each region. Particulars of the materials to be used are not at hand. House building has recently been more nearly at a standstill in England than in this country, while, of course, in most of the countries on the continent of Europe no building of importance has been possible of late. It may be expected to take on new life at an early period.

Changes in Lumber Priorities

The priorities division of the War Industries Board has cancelled lumber priorities for the war department and given to railroad orders a priority rating higher than that accorded any other class. Lumber orders for the shipping board, Emergency Fleet Corporation, the housing corporation and the labor departments of the bureau of industrial housing and distribution are all accorded equal priority following railroads. These regulations cover orders now unfilled and those that will be placed hereafter. They also apply to all railroads whether under government administration or not.

Export License Regulations

The war trade board announces that the regulations heretofore prescribed as to the signing of applications for export licenses, as set forth in W. T. B. R. 214, issued September 10, 1918, have been rescinded. The regulations requiring the filing of powers of attorney have also been rescinded. In order to facilitate the work of filing applications for export licenses, the board will now accept applications if it shall appear from the application itself that it bears the personal signature, in ink, of the consignor or of some person to whom the consignor has delegated the duty of signing applications.

Arranging for Federal Taxes

Federal income and profits taxes for 1919 under the new revenue act will amount to \$6,000,000,000. The first third of these taxes will be due and payable March 15, 1919. These taxes must be paid in cash. If no advance preparations were made to provide means of payment, the strain on the banking and business credits of the country might lead to embarrassing results. To avoid this the United States treasury has provided a method whereby all taxpayers may supply themselves in advance with a medium of meeting the March 15 installment of the federal revenue payment, without resort to credit at that time.

This is done by offering 4½ percent tax anticipation certificates, a direct obligation of the United States treasury, dated November 7 and maturing March 15.

The banks and all private investors having funds in hand at the present moment may employ them with absolute freedom from risk or commercial uncertainty by buying these government tax anticipation series "T." By doing so cash which might otherwise be idle, "waiting for conditions to settle down," may be put to work for the government. Current funds are needed to carry on the demobilization operations following the armistice. There is no way to obtain this money except by "borrowing against the

WALNUT

We are concentrating almost entirely on walnut lumber and veneer and offer an ample supply and complete selection. Our average stock is three to four million feet of dry lumber. We are operating our own band mill at Cincinnati and are in splendid condition to handle present and future orders.

Our Stock List Will Convince You. Write for It.

MANUFACTURERS EXPORTERS WHOLESALERS

The **KOSSE, SHOE &
SCHLEYER CO.**

CINCINNATI
OHIO

All Kinds of Hardwoods

taxes" to be collected in 1919. This is done by the issue of these tax anticipations.

To avoid possible high taxes, the best plan when taxes fall on all corporations and individuals liable for federal tax payments should purchase these tax anticipation certificates. It is a patriotic duty and it is good business.

Wornout Railroad Ties as Fuel

After a railroad tie has served its day in the track it is not wholly useless. Its principal damage may consist of deep notches worn by the rails, or it may be split or partly crushed, or partial decay may have rendered it unsafe as a tie. It still has a value as fuel. Some railroads use ties as kindling wood for the locomotives in round houses. Railroad workers provide their winter fuel from the heaps of rejected ties, and farmers who live near the tracks often use many ties in the same way. The ties thrown out of tracks each year exceed 100,000,000, equivalent to 5,000,000 cords of wood. This is an important resource in time of fuel shortage.

Selecting Oil for Bearings

The pressure which any bearing will withstand without seizing depends largely on the temperature, velocity of rubbing, and quality and description of the lubricant used.

The lower the temperature the greater the permissible pressure, and the higher the velocity of rubbing the less the permissible pressure. This is due to the fact that oils become thinner and more free-flowing as higher temperatures are reached, and consequently more easily squeezed out of the bearing. A very light oil is liable to be squeezed out with a pressure as low as from 50 to 60 pounds per square inch, whilst a heavy cylinder oil will possibly stand a pressure of 1,000 pounds per square inch. The maximum pressure that commercial oils will withstanding varies from 500 to 1,000 pounds per square inch where the load is steady. It is not advisable that more than two-thirds such loads should be applied at slow speeds, and this should be reduced proportionately as the speed increases. The advantage of selecting suitable oil is therefore apparent.

Wood for Violin Bows Is Scarce

The violin bow is small and does not require much wood in the making, but that little is now hard to get. Wood for the bow must possess certain qualities in a high degree. Many woods have been tried and a number are in use, but the one now most wanted and the hardest to get is a species belonging to the numerous rosewood family, and is a native of tropical Africa, chiefly on the west coast in Senegal and Sierra Leone. It is known in the market by so many names that some persons suppose there are several distinct woods. Among the names are ebony, Senegal ebony, purple ebony, brazil wood, grendilla, dialamban, congoholz, amerimmon, dalbergian, and African blackwood. Some of these are names belonging to other woods, and some of the names are misleading. For instance, it is called ebony, but it is not even in the ebony family. It is more nearly related to locust. Botanists call it *Dalbergia melanoxylon*, and its relation to the rosewood of commerce is very close.

It is scarce now because it was formerly obtained through Germany, and of course the Germans are no longer exploiting African resources. It is so heavy that perfectly dry wood sinks in water. It is hard as ebony, which is usually classed as the hardest wood, and it is as black as ebony, or blacker. The wood is exceedingly dense; the pores are filled with resin, and the medullary rays are so small that they are invisible without a microscope. One inch may contain 250 of the rays. It is highly elastic, and that is one of the chief qualities demanded by the violin bow maker. Another is weight, and still another is strength.

Persons in this country who are interested in violin making are taking steps to secure this wood without dependence upon Germany. There is likewise a movement to make in this country such violins as we need and not import them from Germany and Austria, as was done before the war.

U. S. Commerce with the Dominican Republic

During the year 1917 imports from the United States into the Dominican Republic are shown in the following figures recently published by the Dominican customs receivership:

Agricultural machinery	\$ 109,495
Vehicles	105,831
Railway and train cars.....	177,627
Musical instruments	26,373
Lumber	48,498
Furniture	103,822

Total of all kinds for United States.....\$14,320,351

During the same period the exports from the Dominican Republic to the United States were:

Dyewoods	\$122,156
Lignum vitae	49,111
Mahogany	4,302

Facts About Flywheels

The speed at which a flywheel may be safely run depends upon the material of which it is constructed, upon its design and upon the conditions under which it is used.

For any given material, the strength to resist centrifugal force does not depend upon the quantity of material in the rim, but only upon the tensile strength of that material, and for any given material in a flywheel-rim there is a definite rim speed or velocity that cannot be safely exceeded.

It is current practice to operate flywheels at a rim speed of about a mile a minute. The limit of safety, however, varies with the material of which the wheel is built, and in sectional wheels also with the type of rim joint employed.

Wood is a better material for flywheel-rims than cast-iron, and steel is better still. The best materials of all for this purpose are boiler-plate or steel-wire, and both of these have been used in the construction of special wheels. With wood, boiler-plate, or steel-wire rims, the hub and arms are generally made of cast-iron.

Wooden wheels may be run at a considerably higher speed than cast-iron wheels. For example, a well-constructed maple wheel made of segments with staggered joints may be run at a rim speed of 1.75 miles per minute (approximately 52 per cent higher speed than a cast-iron wheel with a solid rim), provided the rim is laminated so that 50 per cent of the material must break to part the rim. It would be unsafe, however, to run some wooden wheels at a speed of a mile a minute, owing to their imperfect construction.

Well constructed steel wheels may be run with ample margin for safety at a rim speed of 1.90 miles per minute. The cost of such steel flywheels is so great, however, as to preclude their general adoption.

The usual flywheel is made of cast-iron. This is on account of its facility of machining. Provided that the wheel is properly designed; that the best grade of cast-iron is used; that the construction is first-class; that the conditions of service are suited to the limitations of the material, and that the engine on which the wheel is used is equipped with proper over-speed safety devices which are kept in working order, cast-iron may be regarded as satisfactory for the purpose.

Where a flywheel serves also as a belt-wheel and it is desirable to have more power than the belt can transmit at normal speed, there is a great temptation to increase the speed. This is because the power transmitted by a belt is proportional to its width and speed, and any increase in speed, up to the point where the belt begins to slip badly, means that much more power transmitted. The temptation to run flywheels at high speed is therefore very great, so great, in fact, that they are often run at a speed dangerously close to the limit of safety. To yield to this temptation is deliberately to invite disaster.

Failure of a flywheel usually begins by the starting of a minute crack on the under surface of the rim at the point of greatest stress, viz., near the ends of the arms adjacent to the rim-joint. The cracks gradually deepen until failure occurs with all its disastrous consequences. These minute cracks are visible to an experienced eye, and careful inspection will aid materially in the prevention of flywheel explosions. In wheels built in sections, care should be taken to see that the bolts are properly drawn up.

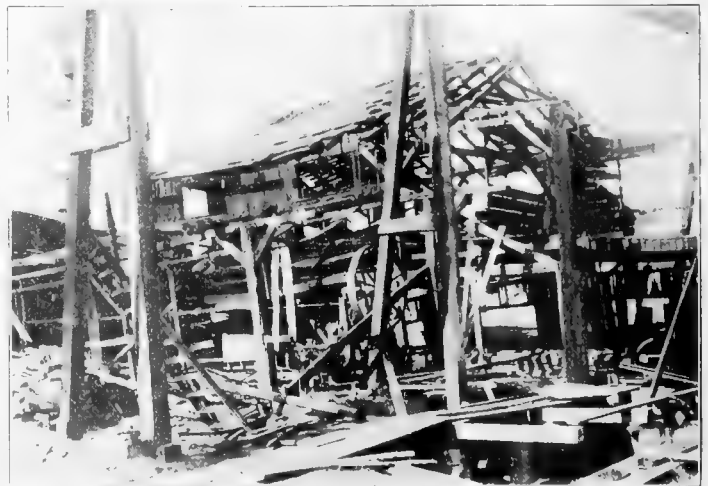
Wood Stands Up Under Fire

Illustrating the remarkable fire resistant qualities of wood, the accompanying cut gives a convincing demonstration that wood is by no means so dangerous a building material as some folks try to represent it to be.

The picture shows the framework on which is carried a very heavy traveling crane for handling logs for a certain well-known veneer mill.

A large part of this plant was entirely destroyed in 1916, and the crane shown in the illustration was built right up along side of the frame structure which was burnt. In fact, the building was just as high as the trestlework on which the crane was carried. Thus the timbers were literally bathed in flames during the entire period of conflagration.

This trestlework is made of 8x8 oak timbers, and the best indication of the way it is done up is seen in the fact that it is now doing the same service as before the fire and not a nail or board has been changed. The surface was penetrated for a depth of possibly a quarter of an inch and there the damage ceased, and the strength of the structure was not injured in the slightest.



BATHED IN FLAME BUT UNDAUNED

Safety Devices in Woodworking

The National Workmen's Compensation Service Bureau, New York, has recently published in book form a large collection of drawings and illustrations explanatory of safety devices in various lines of woodworking. Rules and directions are given for the care and operation of machines with a view to lessening the danger of operation.

Building Ban Completely Lifted

Under date of November 21 came word from Washington that all remaining restrictions on non-war construction were removed on that day. Building operations of any character suspended because of the war may now be resumed without further permits. Orders have been telegraphed to the state councils of defense, and the action was based on a canvass of all sections, which showed unanimous sentiment in favor of lifting all restrictions. Thus all building work may be planned and carried on now without any regard whatsoever to anything but the builder's individual condition.

Takes Exception to Legal Notice

The last issue of HARDWOOD RECORD contained an item regarding the routing of shipments which was a digest of a legal opinion handed down by one of the federal courts. Commenting on this item J. H. Townshend, secretary of the Southern Hardwood Traffic Association, disagrees with the principle enunciated in the following letter:

Please refer to your issue of HARDWOOD RECORD of November 10, page 22, article headed "Routing of Shipments."

I do not agree with this article and would like for you to advise where you obtained the information contained therein.

If the shipper leaves the routing open, it is the duty of the carrier to handle shipment via the cheapest route.

With kind regards,

Yours very truly,

J. H. TOWNSHEND,
Secretary-Manager.

Navy's Job Just Half Done

Every soldier who sailed for France was given a round-trip ticket. The navy took them over and now the navy must bring them back. There can be no relaxation of effort until the job is done, until every one of our boys is returned to his home. To complete this task the navy needs more men, and the need is just as urgent now as it was before the armistice was signed. This condition offers an opportunity to be identified with the great war, the last chance.

The cancellation of the November draft call has deprived thousands of men of the privilege of participating in the war, but the navy's call for men enables you to volunteer your services.

Men are needed now, if not to fight, then for services equally essential to the re-establishment of normal conditions. The Bureau of Navigation has issued a call for several hundred men who can qualify for posts which require specialized ability. Only those men who are registrants of September 12, 1918, or registrants of deferred classifications of previous registrations are eligible. Applications will now be received for induction as carpenter's mates. The age limits are eighteen to forty years, inclusive, and men from the following trades are particularly qualified: Woodworking factory mechanic; skilled pattern makers cabinet maker; piano sounding board builder; air propeller builder; journeyman carpenter; stair builder; boat carpenter; door and sash mill foreman; wood mill worker; mill man; factory carpenter; tank or station pipe factory worker; cooper; barrel maker.

Further information and full particulars will be furnished upon application at the United States Navy Mobilization station, in the Transportation building, Chicago, Ill. Mail should be addressed to Lieut. H. D. Childs, commanding officer.

Wooden Water Tanks

The high cost of sheet metal should open the way for more extensive use of wooden water tanks on farms and in factories. The windmill which pumps water on northern farms and western ranches must have a tank. The factory needs tanks for water and for liquids used in manufacturing. The water system of most business buildings calls for one or more tanks on the roofs or on adjacent towers, for fire protection. At the lowest estimate 100,000,000 feet of lumber a year has been used in making tanks in normal times, and perhaps that equivalent of sheet metal has been used. At present prices, the wooden tank ought to double its former use. Woods are plentiful, both hardwoods and softwoods, but for large tanks softwoods, like pine, redwood, fir, cypress, and cedar, prevail; while for small tanks the hardwoods, like oak, ash, chestnut, beech, and poplar, have the call.

Accounting System for Mills

The cost committee of the Hardwood Manufacturers' Association has worked out a cost accounting system, with variations making it applicable to mills of different kinds and working under different conditions. The system applies as follows:

1. Mills operating exclusively from their own timber and doing their own logging.
2. Mills operating exclusively from their own timber, but contracting their logging.
3. Mills operating exclusively from their own timber, but contracting a part of their logging.
4. Mills operating part from their own timber and doing their own logging who also purchase logs delivered at log railroad or mill.
5. Mills operating part from their own timber, but contracting their logging who also purchase logs delivered at log railroad or mill.
6. Mills operating part from their own timber, but contracting a part of their logging who also purchase logs delivered at log railroad or mill.
7. Mills operating under all these conditions and rafting, towing or buying logs in rivers.

The Hardwood Manufacturers' Association has prepared cost forms and

cards of accounts covering all of the above classes with the exception of Class 7. Forms for Class 7 mills will be sent only to mills operating wholly or a part on river logs.

The cost forms covering mills in Classes 1, 2 and 3 will cover probably 85 per cent of all saw mills in operation. Classes 4, 5 and 6 are provided for the mills that make a practice of purchasing logs.

The association's circular letter to members says:

This system is the best effort of practical lumbermen and experienced accountants who composed the cost committee. It may or may not be wholly adequate to your needs. It is the desire of the association that members adopt this system, or at least apply it to their present system in order that the figures representing the cost of lumber may speak the same language. The system is simple and can be applied to any operation. Mills that carry their costs into minute detail can use this system as a basis and expand it without affecting the uniformity of the accounting.

Hardwood News Notes

< MISCELLANEOUS >

The Consumers Box Company has been incorporated at Norfolk, Va. The Collingwood Hardwood Lumber Company, Collingwood, Ont., has gone out of business.

J. A. Lindsay has succeeded the Lindsay Table Company, High Point, N. C.

W. G. Whitcomb, president of the Whitcomb Cabinet Company, Kansas City, Mo., died recently, as also did Alexander Campbell of the James Lumber Company, Baltimore, Md.

The Keystone Lumber & Supply Company has been incorporated at Hazleton, Pa., capital, \$25,000.

The Two Step Ladder Company, Hammond, Ind., is now known as the Automatic Safety Device Corporation.

L. M. Sturdevant has been appointed receiver for the Tucker Woodwork Company, Sidney, O.

The plant of the St. Meinrad Hardwood Lumber & Spoke Company, St. Meinrad, Ind., has been sold at public auction.

The Mockville Furniture Company, Mockville, N. C., sustained a loss by fire recently and has gone out of business.

J. B. Belcher of Honaker, Va., has moved his wholesale hardwood business to Bluefield, W. Va.

William Kern, vice-president of the Tiffin Wagon Company, Tiffin, O., died recently.

The name of the M. C. Burr Manufacturing Company, Minneapolis, Minn., has been changed to the Stillman Manufacturing Company.

The Raymond Lumber Company has moved its office from Spirit Falls, Wis., to Tomahawk.

Notice of the dissolution of charter has been filed by the W. T. Thompson Veneer Company, Edinburg, Ind.

The F. L. Gordy Lumber Company has been incorporated at Albany, Ga., with a capital of \$25,000.

The Mozart Talking Machine Company, St. Louis, Mo., has filed an involuntary petition in bankruptcy.

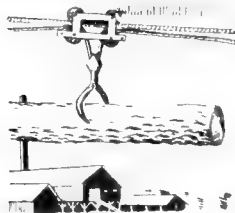
< CHICAGO >

F. L. Adams, treasurer and general manager of the Newell Lumber Company, Ltd., Eunice, La.—he of the town of four railroads, good schools and a real place to live as a sawmiller, came in too late for the convention on Saturday last, due to the Panama's wheels getting mixed up with the tracks, but he felt that he was compensated for coming here in the few hours he conversed with many of the members of the big delegation on hand for the National conference. Mr. Adams reported their mill running two shifts, and strange to say the night shift is carrying the blue ribbon in production. He says their trade has been very good and anticipates a good big year in 1919. The hardwood end is a bit quiet compared with the steady business in yellow pine, which is their principal line.

J. M. Thompson, who has been connected with the hardwood business in and around Memphis for many years, spent a few days in Chicago this week, and reports conditions in the big hardwood market very active on the whole, considering the time of year when we are in the "stop-watch period" for a few weeks getting ready for the New Year and anticipating that after the turn into 1919 the government's needs for material and men will be abated somewhat, and the big consuming manufacturers of hardwood lumber will be again turning their wheels. These gentlemen dropped in on HARDWOOD RECORD as we were going to press.

The big event locally was the general mass meeting of lumbermen from all parts of the country, which held sway here for three days at the end of the week. The mass meeting itself occupied Friday and Saturday, but there were other meetings of directors and individual association meetings preliminary to the general gathering. A great many hardwood men of prominence were present representative of hardwood production and distribution in all parts of the country.

Monday, the eighteenth, was the day of one of the regular luncheons at the Lumbermen's Association quarters, the principal guest being Brigadier General Brice P. Disque, U. S. A., who was taken into the far northwest as a regular army colonel to speed up the production of airplane spruce in that region. General Disque made a very interesting talk, conveying graphic pictures of the many problems confronting him in his task of organizing the work. He made the prediction that the co-operative plan between employers and employees, under which problems are worked out



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by periodic comparisons between representatives of each element, may be the basis of a future readjustment of the entire relation of the employers and employes. The plan has already been taken up by a number of very large corporations in other lines, and is meeting with unqualified success wherever it is employed.

Dr. Wm. C. Covert of Chicago, who spent several months in the north-west logging camps doing welfare work among the men, also gave a very interesting talk, as did Major Everett G. Griggs, well-known western lumberman, who has been in the service now for some time past.

The Kraetzer-Cured Lumber Company, formerly of Moorhead, Miss., announces the removal of its Moorhead office to Greenwood, Miss. The mill, of course, will continue to operate at Moorhead.

Sam A. Thompson, manager of the lumber department of the Anderson-Tully Company, Memphis, has been around the city all of last week, looking over the local situation, but is not attempting to force business where it does not show a tendency to come through naturally. Mr. Thompson stayed over for the big mass meeting on Friday and Saturday.

There was a reunion of the Deweys in Chicago this week, there being present Harry D. of Chicago, general sales manager for the Edward Hines Lumber Company; J. E. Dewey, sales manager for the Stearus Salt & Lumber Company, Ludington, Mich., and Rufus H. Dewey, who is publicity manager for the Chicago Grand Opera Company. Thus Jim can be excused for affecting a little highbrow stuff, namely, listening to a few dukes and princesses and other notables warbling their romances and tragedies across the footlights of the Auditorium theatre. Boiled down, this means that Jim Dewey attended the opera performance on Friday night.

An involuntary petition in bankruptcy has been filed by the Alliance Manufacturing Company, Streator, Ill.

The death is announced of Melville Clark, president of the Melville Clark Piano Company, city.

◀ BUFFALO ▶

The war relief campaign in Buffalo brought out a good deal of energy on the part of the lumbermen, who exceeded their quota of \$25,000 by about twenty per cent. The chairman of the lumber committee was Fred M. Sullivan, who was assisted by C. W. Betts, M. M. Wall, G. Elias, O. E. Yeager, E. J. Sturm, H. E. Montgomery, Ganson Depew, William Henrichs, F. M. Hendricks, C. W. Hurd and John McLeod.

At a meeting of the Chamber of Commerce a few days ago the board of directors voted unanimously to direct the transportation committee to work with the National Industrial Traffic League in efforts to bring about changes in rail rates, rules and regulations that will be fairer to shippers than those now in force. Lumber matters enter into the complaint largely, including lumber embargoes, the curtailment of transit privileges and the restrictions placed upon the handling of intracity freight. Excessive charges for switching freight enter into the complaint, as making it necessary to pay large sums for carting, when the railroads ought to do the work for a moderate charge.

What the immediate effect of the end of the war is to be upon Buffalo industries has been discussed generally of late, and the conclusion is that unskilled labor is still in great demand. The factory which suffers most as the result of the cancellation of war contracts is the Curtiss Aeroplane & Motors Corporation, which will be compelled to lay off about 5,000 employees. This is quite a different story than the one recently circulated to the effect that the Curtiss plant was going to expand greatly by

January 1. Good faith was probably exercised in making the prediction, but the sudden announcement of the suspension of hostilities abroad threw all such plans awry. The plant expects to have considerable to do in the manufacture of airplanes, but on no big scale.

The Pierce-Arrow Motor Car Company has also lost some government contracts. It expected to put on 4,000 men soon, but the number has been reduced to several hundred.

Buffalo building permits for November are expected to compare more favorably with the same month last year than has been the case for a number of months. A number of large industrial permits have been granted during the present month, though the number for dwellings has been below the average. Houses are much needed here and a survey lately taken showed only 75 houses, flats and apartments vacant, and most of these were not fit for human habitation. Next spring will be quite likely to show a spurt here in the building line.

◀ PITTSBURGH ▶

Joseph W. Cottrell, president of the J. W. Cottrell Lumber Company, is spending a few days at the mills in the South.

E. V. Babcock, president of the Babcock Lumber Company, made a flying trip over New York City in an aeroplane.

P. M. Frampton of the Frampton-Foster Lumber Company, reports a very busy month, and says that inquiries from big industrial and manufacturing sources are keeping up well. The company is busy with its two new hardwood operations in Greenbriar county, W. Va.

S. A. Kendall of the Kendall Lumber Company was elected congressman from the Pennsylvania district comprising Fayette and Somerset counties, and he had a very nice majority.

E. H. Stoner of the West Penn Lumber Company says that shipments will improve very much since the embargo has been taken off. Little business, however, is coming to light just now.

W. W. Dempsey Lumber Company of Johnstown, Pa., has been selected by the government to take charge of the manufacture of large quantities of locust pins for shipbuildings. More than 1,000,000 pins a day are needed and at present the government is getting only about 500,000 a day.

J. N. Woollett, president of the Aberdeen Lumber Company, received very optimistic reports last week from his traveling men in Indiana, Michigan and Illinois. He believed that after a short period of readjustment business is going ahead with a rush.

Wayne Parker, formerly of New Hampshire and now of Towanda, Pa., will shortly build a large mill there to manufacture handles of every possible size.

The Charles S. Flour Lumber Company has been organized at Sharon, Pa., by Charles S. Flour, Allen U. Wilder and M. R. McCann of that city to do a wholesale and retail lumber business.

◀ BOSTON ▶

The A. F. Merrill Company, incorporated, has been organized at Brewer, Maine, with a capital of \$100,000, to operate a spool manufacturing plant and woodturning mill of all kinds.

A new lumber firm appears in the Springfield market in the H. L. Handy Lumber Company, Inc., Herbert L. Handy and his son being treasurer and president, respectively. The capital issued is \$55,000.

◀ BALTIMORE ▶

Indications that the attention of the hardwood trade is again being concentrated upon or directed to the export trade continue to multiply. Not only does the increase in the number of foreign visitors furnish proof, but some renewed advances are being made by foreign firms with a view to entering into business relations as soon as the obstacle now presented by the lack of ships has been removed. Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, held a conference here last week with William H. Russe, head of the company, who had come East apparently for the purpose, and who returned home yesterday. It is supposed that at this conference the foreign situation was gone into quite thoroughly and at considerable length. Mr. Farber afterward went to New York, intending to return in a day or two.

Another windstraw is presented by the receipt of a communication by a hardwood corporation here from Churchill & Sim, the London timber brokers, in which the British concern expresses a desire, as soon as vessels are available, to enter into relations for the handling of the stocks of the company. This prospect seems now fairly near, though, of course, the exact time when tonnage will be obtainable for lumber exports cannot be determined now.

In connection herewith is to be mentioned the removal of the embargo

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

on lumber everywhere, with the exception of shipments to the North Atlantic ports. Evidently, the authorities take the view that with no steamers as yet to be had for the movement of general cargoes, it would not be wise to remove the restriction upon forwardings to the North Atlantic ports, as this might result in heavy shipments, with consequent quick congestion of terminals not only with hardwoods, but with every other kind of freight. There seems to be every indication that the ban will be raised at a date not very remote, and the members of the trade are making preparations to get a share of the business when it does start. The opinion prevails that a heavy movement will develop, with satisfactory prices, the foreign markets being bare and the requirements after the war great.

The hardwood trade is also expected to derive some benefit from the removal of all priorities on lumber by the authorities at Washington, as was announced recently. Hereafter no permits will be required for the shipment of lumber, and a speedy return to the old state of competition may be expected to develop, unless the facilities of the railroads in the way of cars should prove very inadequate. One of the first effects of the elimination of priorities is expected to be a marked revival in construction work, so that the discontinuance of building at the various military camps will be compensated for. Since private building has been discouraged for several years, there ought to be an accumulation of work to be undertaken as soon as labor and other elements that enter into consideration are available.

The ticket to be voted for at the annual meeting of the Baltimore Lumber Exchange on the evening of December 2 at the headquarters of the Old Colony Club, in the Southern Hotel, was sent out to the members November 18, by the nominating committee. The ticket is what is known as the regular one, but so far no sign of insurgency has developed, and there is every indication that the vote will be practically unanimous. The nominations are as follows:

President: Pembroke M. Womble, Georgia Pine Company.
Vice-President: W. Hunter Edwards of B. W. Edwards & Son.
Treasurer: L. H. Gwaltney, American Lumber Company.
Managing Committee: John L. Alcock, John L. Alcock & Co.; Daniel MacLea, MacLea Lumber Company; Lewis Dill, Lewis Dill & Co.; Parker D. Dix of the Surry Lumber Company, retiring president; Rufus K. Goodenow, Canton Box Company; H. D. Dreyer, H. D. Dreyer & Co., Inc.; F. A. Ascherfeld, James Lumber Company; Henry Suechting, William Suechting & Sons, Inc.; J. J. Duffy, Lafayette Mill and Lumber Company; Ridgeway Merryman; W. Hunter Edwards, B. W. Edwards & Son, and Theodore Mottu of Theodore Mottu & Co.

The business session will be followed by a banquet more elaborate than any of the similar events held since the beginning of the war. The arrangements have been made by the house committee, which includes Rufus K. Goodenow, Lewis Dill and P. M. Womble, all reputed to be decidedly accomplished in such matters. The nominations were made by a committee consisting of R. B. Homer of the R. B. Homer Lumber Company; Louis Becker of Becker Brothers & Son, Inc., and George E. Waters of George E. Waters & Co.

The death on November 11 of Mrs. Marie Dill Baer, wife of Michael S. Baer of Richard P. Baer & Company, came as a great shock to her many friends. Mrs. Baer was the daughter of Mr. and Mrs. Harry H. Dill, this city, her father being at one time engaged in the lumber trade here.

One of the first members of the hardwood trade here to be returned from military to civil life and his old occupation is Harry T. Snyder with the Mann & Parker Lumber Company. Mr. Snyder went to Europe with the Forestry Regiment, which trained in Washington, as top sergeant last year and soon found himself engaged near the front line trenches. He developed a bad case of shell shock and had to be sent to a hospital in France, where he remained for months, eventually being honorably discharged. He still shows some effect of the harrowing experience he has gone through, but is mending and there is every prospect that he will soon be fully restored as the scenes connected with the war are removed from his gaze.

Having shown splendid ability as campaigners in Liberty loan, war work fund and Red Cross drives, John L. Alcock of John L. Alcock & Co., and Daniel MacLea of the MacLea Lumber Company, were again enlisted as fund getters in the United War Work effort to secure a matter of some \$170,000,000 to enable the seven organizations interested to carry on the welfare work which has been such an important feature among the American soldiers. Mr. Alcock is chairman of one of the army committees, and Mr. MacLea is also prominent in the work. They are assisted by other members of the trade, which is making a most creditable record.

T. B. Bledsoe of the new hardwood firm of Brown, Bowman & Bledsoe, Munsey Building, is on a trip in the West and reports having very satisfactory business. As this swing is largely in the nature of an introductory visit, he feels that the number of orders he is taking affords all the more gratification.

Mr. Rook, sales manager of the R. E. Wood Lumber Company, was on a business trip in New York last week, and despite the excitement caused by the signing of the armistice and the general jubilation, managed to do very well in a business way. He took orders for several scores of cars and reports the trade to have proved quite receptive, evidently in anticipation of the revival in trade to be looked for, now that the war is at an end.

The many friends of R. E. Wood, head of the R. E. Wood Lumber Com-

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5/8" No. 2 Com. & Btr. BEECH.....	27,000'
5/4" No. 2 Com. & Btr. BEECH.....	300,000'
6/4" No. 2 Com. & Btr. BEECH.....	236,000'
4/4" No. 3 Com. & Btr. SOFT ELM.....	76,000'
4/4" No. 3 Com. SOFT ELM.....	30,000'
3/4" No. 1 Com. & Btr. BIRCH.....	84,000'
4/4" No. 1 Com. & Btr. BIRCH.....	198,000'
6/4" No. 2 Com. & Btr. BIRCH.....	51,000'
8/4" No. 2 Com. & Btr. BIRCH.....	17,000'
4/4" No. 3 Com. BIRCH.....	51,000'
5/4" No. 3 Com. BIRCH.....	58,000'
4/4" No. 1 Com. & Btr. MAPLE.....	48,000'
4/4" No. 1 & No. 2 Com. MAPLE.....	270,000'
8/4" No. 2 Com. & Btr. MAPLE.....	316,000'
8/4" No. 2 Com. & Btr. MAPLE.....	10,000'
10/4" No. 2 Com. & Btr. MAPLE.....	34,000'
12/4" No. 2 Com. & Btr. MAPLE.....	58,000'
5/4" No. 3 Com. MAPLE.....	38,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE.....	130,000'

IDEAL
HARDWOOD
SAWMILL



Are putting in pile every month two and one-half
million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

pany, received a great surprise recently in the announcement that he had been married. The bride was Miss Anna Shoolbred, daughter of John N. Shoolbred, a business man of Waynesville, N. C., where the ceremony took place. The couple afterward went on a tour and are now residing on Park avenue, in the residence which Mr. Wood has occupied for years.

◀ COLUMBUS ▶

John Stahlfauth, who was formerly connected with the W. M. Ritter Lumber Company, and later with the war department in Washington, has been appointed manager of the Detroit office of the W. M. Ritter company to fill the vacancy caused by the death of C. R. Asher, which occurred several weeks ago. Mr. Stahlfauth has taken up his new duties. Mr. Asher was connected with the Detroit office for about nine years and was well known in the lumber industry. Previous to his connection with the W. M. Ritter company he was engaged in the lumber business with the Coffman Lumber Company of Washington Court House, O., and later with the Marvin Woodworking Company of Columbus.

R. W. Horton of the W. M. Ritter Lumber Company says trade in hardwoods is rather quiet since hostilities ceased. He looks for an increase in business gradually after the reaction is passed. Prices are firm all along the line and shipments are coming out fairly well.

J. A. Ford of the Imperial Lumber Company reports a fairly good demand for hardwoods from West Virginia with prices remaining firm in every respect.

Lumbermen generally in central Ohio territory believe that there will be more activity in the lumber business with the closing of hostilities. While the time of the year is not favorable for any great expansion in building operations, still quite a few building projects are already being revived.

◀ CLEVELAND ▶

Hardwood business will benefit with lumber of all kinds in this district as a result of peace arrival. Immediate effect of the new condition will not be noticeable as much in hardwoods as in other lines of lumber on the ground that it will take several months for building to get under way, if the winter is at all mild. Inquiries for hardwoods for interior finish in housing construction will be among the first to be heard, and it is in this direction, the principal outlet in normal times, that the trade will benefit most here. Already there are permits for 200 houses which had been passed by the local non-war construction committee, but not sanctioned by the state or national authorities. These are expected to be released at once, and at least part of the 12,500 houses needed here will be under way soon, it is believed. These 200 houses will be financed privately, but the deposits in national and state banks here since September, 1916, have increased as well, from about \$455,000,000 at that time to \$510,000,000 which, if taken, will permit building and loan associations to obtain new loans by the sale of their mortgages to trust companies, which will afford still further financing independent of the banks.

Hardwood interests are backing the movement to safeguard all industries in The Flats in the event the proposed new union passenger railroad station is built. Arch C. Klumpp, president of the Cuyahoga Lumber Company, and C. H. Prescott of the Saginaw Bay Lumber Company, are on the lumber committee of the Cuyahoga Valley Business Association formed for this purpose. If the station is built on the Public Square, as proposed, it will mean the vacating of many streets leading into The Flats, among them West Third street, considered the principal thoroughfare. This is the shortest route for all trucks going to the city proper. If this street is closed it will mean a long roundabout course around the northerly hill of The Flats, over a steep grade. Lumber and allied interests have suggested a tunnel be bored through the hill at West Third street, leading up to the city proper by a light grade.

During the several months prior to the signing of peace there was an abnormal amount of material on hand here. Many yards were overstocked. To unload these stocks in the regular way might have resulted in unstabilizing prices. Yards that were short of these materials were permitted to take them at market quotations. Through this plan 500,000 feet of all kinds of material have been thus exchanged.

◀ INDIANAPOLIS ▶

The plant of the Hawks Furniture Company, established in Goshen, Ind., in 1875, has been sold to a stock company composed of Herbert H. Gortner, Myron C. Dow and Charles E. Gorham of Goshen, M. E. Austbrook and E. L. Jones of Sturges, Mich., and John W. Shank and James D. Miskell of Grand Rapids, Mich. Mr. Jones and Mr. Miskell were former Goshen residents. Messrs. Austbrook and Jones own the Austbrook-Jones Furniture Company of Sturges, Mich., to which city Mr. Jones removed about ten years ago. Messrs. Shank and Miskell are experienced furniture salesmen and will sell the output of the factory. The new company is capitalized at \$100,000.

The influenza epidemic throughout the country caused such a demand for the production of casket factories in Indiana that many of these concerns made public appeals for workmen. Many of the plants have been working to capacity night and day and production has been speeded up in every way possible.

The S. J. Peabody Lumber Company of Columbia City, Ind., has perfected a miniature sawmill and now has one of the machines at its lumber

yards in that city. The machine is mounted on trucks and is operated by a traction engine, but the carriage of the saw is just the same as is used in larger mills. The machine was made for the purpose of sawing out small timber into railroad ties for the government. It has the advantage over other equipment of its kind because it is easily carried from one place to another.

S. J. Peabody, a lumberman of Columbia City, Ind., has purchased a winter home at Daytona Beach, Fla.

The Peabody Lumber Company of Plymouth, Ind., has opened a branch mill at Bourbon, Ind., and has purchased a 100-acre farm for \$20,600. About fifty acres of fine hardwood timber are on this farm and the timber will be cut as soon as possible.

◀ EVANSVILLE ▶

Since the announcement of peace there has been a great awakening in building operations in Evansville. For the past year building operations in Evansville and many other southern Indiana towns have been practically at a standstill. Now there is new life in all building lines, and contractors, building material men, and yellow pine dealers are making elaborate plans for the future. It is expected that the winter weather will retard building in this section to some extent, but by spring building plans will be well under way, and it is expected that next year will witness one of the biggest building booms in the history of Evansville. Everything points to that and public improvements that have been at a standstill for over a year upon order of the State Council of Defense, are expected to start up anew, and things are going to boom, in the opinion of lumbermen. Real estate dealers in this city report there is already new life in their trade, and that many inquiries are coming in from all directions.

The next meeting of the Evansville Lumbermen's Club will be held at the new Hotel McCurdy on Tuesday night, December 10, at which time annual election of officers will be held and the newly-elected officers will be installed.

Gustave A. Nonweiler, aged forty-six, for many years head of the Evansville Furniture Company, died at his home here a few days ago following an operation. He was well known among the lumber manufacturers.

In the opinion of Daniel Wertz of Maley and Wertz, this city, it will take from eight to twelve months before the business of the United States settles down to a normal basis. George O. Worland of the Evansville Veneer Company, and president of the Evansville Lumbermen's Club, gives it as his opinion that it will take a much longer time. "The thing for the manufacturers to do is to sit steady in the boat and not attempt to rock it," said Daniel Wertz the other day. "Business is going to improve from time to time and in my opinion there are great things in store for the American people, but they must wait and not grow impatient. Things are looking better every day and I am quite optimistic over the results." Mr. Wertz and many other manufacturers of this section believe that within a short time they will be able to greatly increase their foreign trade. For the past two or three years they have done practically no export business. They are looking for new markets in the South and Central American countries, and in many other countries as well.

Frank Albus, secretary of the Evansville Chamber of Commerce, a few days ago announced plans for a campaign here to raise \$250,000, which will be used to bring new factories to Evansville and to assist those that are already here. The campaign to raise the money will start within a short time, and lumber manufacturers and retail dealers will take a prominent part in the drive.

The Bicknell Improvement Company at Bicknell, Ind., a few days ago let the contract for the building of twenty-five dwellings houses, and as soon as these buildings are completed early next year, contracts for more dwellings will be let.

A. H. Mankedick, who for the past several years has been manager of the Greer-Wilkinson Lumber Company and the Allan Wilkinson Lumber Company at Petersburg, Ind., has resigned his position and gone to Sullivan, Ind. to embark in the retail hardware business with his brother.

◀ MEMPHIS ▶

J. W. Dickson, president of the Valley Log Loading Company, reports that firm is loading logs on the Yazoo & Mississippi Valley and the Missouri Pacific roads on a basis of about 1,300 cars a month at present. For the first sixteen days of the current month, 750 cars were delivered to mills in Memphis and other points on these two lines of railway.

Mr. Dickson says that weather conditions have seriously interfered with logging operations during the past several weeks but that the quantity of logs prepared for shipments has been materially larger than indicated a short time ago when so many millmen were threatening to close down their plants following enforcement of the sweeping embargo order placed by the car service section of the United States railroad administration.

The labor supply is materially larger in the woods and this is proving a help not only in preparing timber for delivery to the mills but also in hauling it to the railroads and loading it on cars.

The Memphis Chamber of Commerce and the Southern Hardwood Traffic Association will have able representation at the forthcoming reconstruction conference at Atlantic City, December 4-6, when business interests generally will squarely face problems created by the ending of the war

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.

and attempt a solution of them. The conference is to be held under the auspices of the United States Chamber of Commerce with which both local bodies are affiliated.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, said today that representatives of this organization would undoubtedly at that conference favor return of the railroads to their owners if given assurance by the latter that they will continue certain advantageous policies inaugurated by the government, including prompt adjustment of claims, routing of freight by the most direct lines and consolidation of switching facilities. He made it equally clear, however, that if there were not guarantees to this effect and that, if the private owners of the railroads were not willing to grant certain concessions now pending before the U. S. Railroad Administration, there was not the slightest chance that the association would go on record in favor of such return.

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, has been called to Washington by the United States railroad administration to advise with officials of that body regarding standardization of hardwood lumber and timber needed in the construction of railway cars and in the building of railroad lines.

The association has always favored such standardization because of the saving it would represent to both producers and consumers of hardwood lumber and timbers. This organization has an annual output, through its membership, of more than 1,000,000,000 feet of hardwood lumber annually and Mr. Pritchard is therefore in position to render expert advice.

◀ LOUISVILLE ▶

H. E. Snyder, secretary-treasurer of the Louisville Veneer Mills, is back at the plant again after having been away for several months on account of illness. Mr. Snyder spent some weeks at Hot Springs and is feeling much better.

William H. Day, manager of the Louisville plant of the Wood Mosaic Company, on November 6 discovered that he was father to George Richard Day, a husky ten-pounder, who dad cheerfully claims resembles a chip from the old block. Some chip.

J. G. Brown of W. P. Brown & Sons Lumber Company has gone South for a trip of inspection to several of the company's eight band mills and will be away for several days.

After spending several days in the East, W. A. McLean, head of the Wood Mosaic Company, New Albany, is back on the job again. This company for a week's run averaged 6,500 gunstocks a day, and recently shipped

the last of a British aeroplane contract, the last shipment being a car of black walnut, running 22,260 feet, and representing one of the largest cars of aeroplane stock ever shipped out of this district.

W. R. Willett of the W. R. Willett Lumber Company has been playing a very fine brand of golf during the past season, and has been the hard man in the finals in almost every important match at the Louisville Country Club. Mr. Willett recently reached the final for the house committee trophy, and was paired for the final with B. G. Marshall.

The North Vernon Lumber Company has completed its Louisville planing and finishing mills, which will be operated in connection with the local sawmill. The company is now starting operations at Louisville again, having a little trouble in getting labor at the outset.

Although girls have filled in fairly well during the past few months when men could not be had, the experiences of lumber manufacturers show that they would much prefer getting back a good force of male labor. Harry Kline of the Louisville Veneer Mills in discussing female labor stated that he had found girls to be about sixty-six per cent efficient. Mr. Kline has been employing a large number of women and girls for several months past, and has been keeping close figures on their work.

The National Hame & Chain Company of Louisville has recently purchased the hame department of the Noxdorff Krein Manufacturing Company, St. Louis, Mo., and has announced that the machinery and equipment would be moved to New Albany, where the National company when through with its additions will have the second largest hame plant in the country. George Todd, president of the company, is looking forward to an extensive Mexican and South American business.

Almost every woodworking and lumber concern of Louisville had one or more men enlisted in the United War Work campaign, which worked out nicely, with the city's quota raised in less than three days.

At a meeting of the Louisville Hardwood Club held at the Seelbach Hotel, November 19, the club voted to hold meetings every week in the future instead of semi-monthly the war-time policy in effect during the past year. It was explained that the year promises to be a busy one, and one chuck full of changes which will need immediate discussion.

E. B. Norman, Jr., president of the club, named the following committees:

Entertainment, program and membership—Harry E. Kline, E. B. Norman and T. M. Brown.

Finance—E. B. Norman, Will Day and H. E. Kline.

Lumber—E. L. Davis, E. B. Norman, and T. J. Christian.

The evening was given over to a discussion of the general situation.

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CHICAGO, ILL.

Direct Shipments in
CAR AND CARGO LOTS
a Specialty

MILL
HELENA, ARK

Address Correspondence to Chicago Office

which brought out the fact that the trade is looking forward to being able to pick better labor for about the same wage, but not that there will be any decline of importance in labor for some time to come due to the long time required for demobilization of the army, and high food prices that will be maintained while the United States is compelled to feed a large percentage of Europe.

It was the opinion of those present that the food demand will hold up the demand for lumber from the box manufacturers. The furniture trade and auto trade are expected to become active about the first of the year, and the musical instrument trade is picking up. Building should start in the spring and should aid gum, quartered oak, and other interior woods, and poplar siding almost at once.

ARKANSAS

The receiver for the Bryant Lumber Company has filed a suit in the United District Court at Little Rock against the Fourche River Lumber Company and the Fourche River Valley & Indian Territory Company, in which a judgment for \$818,504 is asked. The complaint alleges that the Fourche River Lumber Company built a tap line railroad through a gap in the mountain range near the towns of Bigelow and Fourche, in Perry County, Ark., where the mills are located, for the purpose of effecting rail connection with the timber lands lying on the opposite side of the range and belonging to both of the companies, and that by this means the Fourche River Lumber Company forced the Bryant Lumber Company into the hands of a receiver. It is stated that the land in the gap between the mountains was the property of the Bryant Lumber Company, the Fourche River Lumber Company obtaining a right of way through it, and that after the road was constructed, the operation of the road as a common carrier was denied, shipment of lumber other than that belonging to the Fourche River Lumber Company was also denied. A conspiracy between the two defendants is alleged to have been entered into for the purpose of forcing the Bryant Lumber Company, a competitor of the Fourche River Lumber Company, out of business, and that the end was attained by making it necessary for the Bryant Lumber Company to have its affairs placed in the hands of a receiver. The suit was based upon the federal anti-trust law.

WISCONSIN

To facilitate the reversion of Milwaukee industry from a war to a peace basis, the Milwaukee Association of Commerce has created a "reconstruction council," composed of forty-eight of the leading manufacturers, business and professional men of the city. The council already is at work

and doing some constructive pioneering work in behalf of employers and employes as well. The general lumber trade is represented on the council by Fred J. Schroeder of the John Schroeder Lumber Company.

The death is announced of Herman G. Foster of the well-known firm of Foster Brothers of Tomahawk, Wis. Mr. Foster was born on June 11, 1886, and his death occurred November 3.

The Holt Hardwood Company, Oconto, which some time ago took over the entire interests of the W. E. Williams Company, hardwood flooring, etc., has made public its intention to greatly enlarge its facilities, following the close of the war. The sawmill department will first be improved by the installation of a hot pond and much new machinery and equipment. Other departments also will be increased in size and new lines of production added. The plant has been running at capacity during the war period on government flooring orders and also handled a vast amount of dry-killing work, some of which came from as far as Kentucky and Tennessee and was received and shipped in timber form.

The Wisconsin Toy Manufacturing Company, Milwaukee, has been organized with a capital stock of \$4,000 to manufacture and deal in toys, wooden and metal novelties, etc. The incorporators are Royal Siedentopf, E. A. Stein and Oscar Martin.

The Four Wheel Drive Auto Company, Clintonville, one of the largest government contractors for military trucks in this country, recently took over virtually the entire capacity of the Silent Washer Company of that city as a department to provide boxes and crating for shipping trucks. The Silent company, which manufactures domestic washing machines, expects to resume operations on a full schedule within a short time, federal restrictions on material having been lifted.

The restriction by sawmills at Antigo of all wood waste and refuse to their own consumption because of the fuel shortage has resulted in the granting of increased rates for commercial current to the Antigo Electric Company, by the State Railroad Commission. At a hearing held recently, the company showed that in 1917 it utilized 9,311 tons of sawmill refuse or hog feed; seventy-five cords of slabwood, and 1,692 tons of coal. The loss of sources of hog feed has increased the requirements of coal to approximately 3,600 tons per annum.

The Garvey & Weyenberg Construction Company, Appleton, a large highway contracting concern, has arranged to utilize its organization during the coming winter in logging work for sawmill and paper mill companies in the North. Practically its entire force of men will be thus kept intact and much of its equipment will be useful in the woods work. The base of operations will be near Monico, Wis.

George H. Hipke, manager of the North Western Lumber Company, Stanley, has accepted appointment as a member of the board of trustees

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

of the Chippewa county insane asylum and poor farm. Mr. Hipke's principal duties will be to supervise the business administration.

The Girard Lumber Company, Dunbar, has completed its season's run, which probably will be the last. The mill has been in continuous operation for more than thirty years. The sawmill will be dismantled and the machinery and equipment shipped to other mills. The planing mill will continue to operate for some time to clean up the supply of raw material now on hand.

Logging and lumber operators at Wausau are making a vigorous protest against the proposed discontinuance of a short line of the Chicago, Milwaukee & St. Paul from Glandon, Marathon county, southward. Part of the trackage already has been torn up. The line furnished the only feasible means of getting out timber in Hewitt and Easton townships, which still contain a large acreage of standing wood.

J. F. Vielmeth, assistant general manager of the Forster-Mueller Lumber Company, Hiles, was married last week to Miss Florence Armstrong of Kaukauna, Wis. Mr. Vielmeth is one of the best known logging and lumber operators in northeastern Wisconsin.

The wholesale and retail hardwood trade at Milwaukee looks forward to one of the busiest and most active seasons in history during 1919 because of general abandonment by that time of federal regulations that were imposed in favor of the most urgent war essentials. So far as dwelling construction is concerned, the coming year is expected to be by far the best yet known. Building permits issued in Milwaukee this year will not exceed \$5,000,000 in aggregate value, while the best record up to this time has been \$16,000,000 in a single year. A huge demand for hardwoods and veneers for musical instruments, furniture and other wood-working industries which have been obliged to run at low speed during the present year also is anticipated.

The late Orrin H. Ingram of Eau Claire, who passed away recently, left an estate valued at more than \$1,000,000. The principal beneficiaries are Erskine B. Ingram and Mrs. Edmund H. Hayes, son and daughter. Congregational church, Sunday school and mission organizations receive bequests aggregating nearly \$40,000, and \$15,000 is distributed among the grandchildren.

The Anchor Ship Building Company of Washburn, organized some time ago, is proceeding with the work of establishing yards and shops despite the close of the war. It is believed that the shipbuilding facilities of the United States will be pressed to capacity for a good many years to come to compensate for the enormous losses of bottoms during the war. Washburn capital has come forward handsomely in support of the new industry, there being no inclination to hold back because hostilities have come to an end.

The Milwaukee Association of Commerce is gathering information among Wisconsin manufacturers in respect to tariff changes. This is being done in compliance with request of the foreign trade bureau at Washington. William G. Bruce, general secretary of the Milwaukee organization, expresses the belief that the volume of export trade will be considerably reduced unless tariff changes are made to meet the increased cost of labor and materials. He points out that in the chair industry, for instance, Austria and Germany were able before the war to manufacture and ship chairs into Wisconsin at a cost of eight dollars a dozen, while it cost Wisconsin makers eighteen dollars a dozen to produce chairs alone.

The death of Benjamin F. McMillan of McMillan, Wis., one of the oldest and best known timber and sawmill operators of the North, occurred on November 14. Mr. McMillan succumbed to an attack of pneumonia after an illness of two weeks' duration. He was born at Fort Covington, N. Y., in 1844, and came to Wisconsin in 1865, becoming connected with logging and lumber interests in Wood County. Later, with his brother, Charles, he established a sawmill in Marathon county. The brothers dissolved partnership in 1873, Benjamin McMillan building a large mill. In 1873, a mill was opened in Marshfield and still later a large sawmill community was founded in southeastern Marathon county, and named McMillan. In 1890 the Winnebago Furniture Company was established in Fond du Lac, and this still is being managed and directed by Charles McMillan. The interests of the McMillan family are broad and largely concentrated in logging, lumber and woodworking. Mr. McMillan was also extensively interested in banks. The funeral was held at Stevens Point on November 14.

The Hardwood Market

◀ CHICAGO ▶

Chicago is showing little disposition to try to force the issue on hardwood sales, being content to wait developments, which appear as very promising. Experience in the past has so conclusively proven the utter impossibility of really accomplishing anything in sales through sacrificing prices that the responsible element of the local trade is selling very little low-priced stock. While naturally no one expects much progress on the building program so far as residence construction is concerned, all are convinced of a wholesale opening up with the beginning of building

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WAUSAU, WIS.

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SPECIALS

BASSWOOD

4 Cars 5/4" No. 1 Com.

ROCK ELM

2 Cars 4/4" No. 1 Com. & Btr.

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WISCONSIN

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Soft Textured Oak
Poplar
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Tenn. Red Cedar

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BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

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lumber, and a service that eliminates many disappointments and adds to your profits

Hardwoods Especially

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implement, Wagon and Vehicle Stock in the rough
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SEYMOUR, IND.

We Manufacture

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

Plain Oak—1 car 2", 3 cars 2 1/4", 1 car 3/4" FAS. Soft Maple—2 cars 2 1/4" No. 1 com. & better. Soft Elm—1/2 car 3", 1/2 car 2 1/4" and 4 cars 3/4" Log Run. 1 car 4/4 No. 1 & No. 2 com. Red Gum, 1/2 car 10/4 No. 1 com. & better. Quartered Red Gum, 1 car 4/4 Log Run Quartered Black Gum; 3 cars 4/4 FAS Quartered White Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

weather in the spring. Numerous large projects for public structures will, though, probably be immediately carried through, and this is counted on to yield a great deal in the way of lumber markets. Everybody is happy and confident in the big city and there seems ample justification for general and unqualified optimism. Trade is dull right now, but future months are looked forward to with confidence.

< BUFFALO >

The hardwood trade is quiet for the present, though wholesalers feel that it is going to show early improvement. It will take a while to readjust business to a peace basis, in their opinion, and in the meanwhile some cancellations are likely to occur. The furniture trade, which has been languishing for a long time, seems likely to go ahead more actively during the coming year, while the export business will probably be on a much better scale than for some time. Doing away with permits is regarded as a help to the hardwood industry, for under them stocks have been moving pretty slowly.

Oak has the call at present, with a fair demand for maple. Thick maple shows a shortage, particularly in three inches and thicker. Wholesalers say that good hardwood grades are likely to be very firm in price, owing to the depleted stocks and the shortage of labor. They believe that if anything is going to suffer it will be the low grades, which have been so active for the past few months. Nevertheless the export program seems to call for so much activity that low grades ought to be active for some time.

The canal authorities, who are now government officials, are about closing the season. It would have been a much more active one if the fleet had been larger. There are about 200 boats in commission and contracts enough exist to double this amount before spring, but there is still the old uncertainty as to what the best class of boats is to be. In the days of the old wooden scow of 240 tons' capacity it could be built for about \$2,500. It would carry grain as well as coarse freight, and it was fairly long-lived. Now they are talking about \$30,000 craft, to carry about three times as much as the old scow, but the point is whether such a vessel can be made strong enough out of wood, or will require steel, or perhaps concrete. The genius who can solve this problem first is going to make something out of it, especially as he will have to make it apparent what the size of the boat will be.

< PITTSBURGH >

Wholesalers in hardwoods are patiently waiting for something to happen. A few rays of hope gleam across their horizon now and then. Chief of these is the news that automobile manufacturing may be resumed soon. Also that the ban on building has been modified. Demand, however, is still very light. Nobody expects much business before January and possibly February. Yard stocks are sufficient to carry the trade over to the latter date unless something unusual develops. Railroad demand is very poor and manufacturers are taking no lumber to speak of at present. Prices on hardwood are holding fairly well considering the lack of inquiry. Mills in tri-state territory are producing about a normal output since the labor supply is getting better.

< BOSTON >

Trade interest centers almost wholly on the probable course of the hardwood market during and after the adjustments in business back to peace conditions. Opinions are naturally varied, but certain factors are making a great impression on most of the dealers. The decision to continue shipbuilding means much usage of hardwood (principally native stock), whether the ships are of all or partly wood construction. The expansion in the manufacture and utilization of New England lumber, especially in cheap and moderate priced furniture, is expected to greatly facilitate the supply of this class of furnishing for the great amount of urgent housing to be undertaken abroad. New England forests and factories are in a very favorable situation to produce quickly and economically this kind of material. While wages are not anticipated to recede to any extent, the return of labor will make contracting reasonably safe. Agriculture is suspended at present, and it is predicted that domestic industries not demanding metal workers will soon have an abundant supply of hands. Prices of hardwoods, with the exception of war specialties, have not shown any great changes, except that it may be noted there is not the tendency to continually quote higher and higher figures, making the motive the unlimited needs of war production.

< BALTIMORE >

Something of a lull has been experienced by the hardwood trade here during the last ten days after a period of very fair activity. The change, however, cannot be regarded as a surprise, since it falls within the period of the conclusion of the armistice and the virtual ending of the war, an event so momentous that it might well divert attention from ordinary

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Even Color *Soft Texture*

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& ROBINSON CO.**
(INCORPORATED)
CINCINNATI, OHIO

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activities and cause a halt until the country had had a breathing spell. Such an outcome had been expected, to be sure, but when it did come it proved none the less arresting in its effect, especially since it has been followed by the United War Work campaign, which is engaging the attention and occupying the time of a number of the hardwood men here. It is no secret that the expectation of important changes in the trade conditions has been connected with the termination of hostilities. With the fighting over, there will come the removal of the restrictions that have been imposed upon regular business on the ground that nothing must be allowed to interfere with the work designed to maintain our fighting forces at the highest point of efficiency. The first effect of peace, naturally, will be the return of a large part of the army and navy to civil occupations, with all that this implies, such as a gradual lowering of wages as a result of increasing competition for places. Before this happens, however, business other than war work will be encouraged in order that the elimination of the demand for hardwoods which have until now gone into the making of war materials of various kinds may be compensated for. This diversion is confidently expected to prove great enough to maintain the demand for stocks and prevent such a failure in demand as would cause congestion. For the rest, the effect of the coming readjustment will make itself felt gradually and may require some time for its full consummation. The certainty, however, that the change will come has sufficed to slow up the inquiry at least for the time being, and accounts for the easing up noted last week. This easing up does not mean that the inherent strength of the situation has been seriously or at all impaired, for in addition to the shifting to be looked for in the domestic business, there is expectation of the revival of the foreign movement on an extensive scale. The countries of Europe which called for American woods prior to the war were literally starved during the period of the conflict, and the stocks in all of them are entirely depleted. In addition, there is a vast amount of reconstruction to be done, which will call for correspondingly large imports of stocks of all kinds, which, together with the stocking up to insure an adequate selection for normal requirements, will absorb great quantities of hardwoods. The embargoes upon hardwoods imposed by Great Britain and other countries cannot be maintained, and the raising of the bars will presently be followed by a resumption of shipments. Every reason exists, therefore, to assume that the hardwood trade will enter before long upon a period of great activity, and the producers as well as the dealers are justified in taking a hopeful view of the prospect, with prices remaining high and with margins of profit probably wider, as the cost of production diminishes, with the demand enormously stimulated.

◀ COLUMBUS ▶

The hardwood trade in Ohio territory has been rather quiet during the past fortnight. Buying has been held at a minimum and trade is not as active as formerly. But on the whole the tone of the market is good and future prospects are considered good.

Buying on the part of factories has not been as active as formerly, partly because of the stoppage of hostilities. Manufacturers generally are waiting to see what will happen and are not inclined to stock up to any extent. Reserve stocks are now being used, but it is believed they will not last very long and that manufacturers will be in the market before the first of the year. Concerns making boxes, vehicles and implements have been the best customers. A good deal had been sold to manufacturers of gun carriages.

The retail trade is not active, although dealers will probably come into the market when the building ban is removed. There are intimations that the ban is to be removed entirely soon. Prices are firm all along the line at the levels which have prevailed for some time. Collections are becoming better. Shipping embargoes have been removed generally and there is a freer movement of cargoes from the South to northern markets.

Both quartered and plain oak are in good demand at normal levels. There is a good demand for the lower grades of poplar. Chestnut has been rather weak. Other hardwoods are unchanged.

◀ CLEVELAND ▶

With few exceptions, there is practically no change in the hardwood situation here following the final announcement of peace terms. The change from war to so-called peace has been so sudden that there can be little effect upon materials, in the opinion of leading interests, nor is there likely to be here until next spring. War construction, which has been virtually the only kind of building here during the greater part of the year, of course is expected to diminish. In fact plans of certain factory interests for additions to their plants have been abandoned, as the present facilities are deemed sufficient for peace-time needs of production. The effect of this upon the hardwood industry is seen mainly in a weakening of heavy oak timbers and similar material, which have been used largely up to the present because of their adaptability to speedy construction. This weakness is apparent only in that there is less demand, but at the same time there is no superabundance of these materials in this market at the moment, and consequently no actual reduction in price can be noted. Hardwood interests are optimistic for a big outlet for materials for interior finishing in housing construction, which is the principal business in normal times. Partial lifting of the building restrictions by the authorities at

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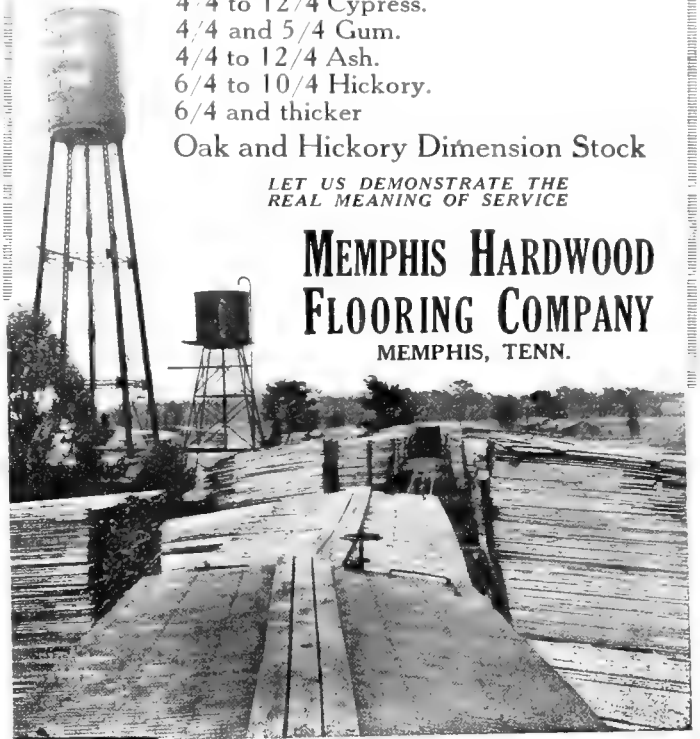
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Washington is expected to be the means of resuming the long dormant outlet. Best opinion as to when this part of the business will begin to assume a normal status, however, is next spring, as it will take practically all winter for housing construction to get under way and reach that point where hardwoods will be required.

INDIANAPOLIS

Although there is an air of expectancy in hardwood circles there has been very little change in market conditions as a result of the world events of the last few weeks. Production has not been curtailed because, as far as is known, none of the hardwood lumber plants have received orders as yet from the government to stop production of government contracts. The greatest change occurring at present is transpiring in the lumber industry.

Indiana furniture manufacturers who were still manufacturing lines which would be permitted under the government regulations were just beginning to adapt themselves to these regulations when the crash came in Europe. The trade is now planning to resume production on a peace-time basis as soon as possible. The retail lumber trade reports that as a result of embargoes, enforced by the government, it finds it very difficult to maintain its old staple lines of furniture in stock. For this reason there has been considerable promiscuous buying with a result that more of the trade has been centered among Indiana plants than usual. For this reason many of the Indiana plants have been exceedingly busy and have had about all they could do to supply the demands.

Prominent furniture manufacturers as well as automobile and truck manufacturers are issuing announcements continually to the effect that their plants are to be placed on a peace-time basis as soon as possible, and that they soon hope to be on a capacity production basis. If peace is finally declared in Europe, it is expected that most of these industries will be on a peace-time basis in about six months.

The hardwood demand for building purposes is very light, despite the fact that the regulations are not being enforced as rigidly now as to issuing permits for new structures. The public is not yet in a building mood, although there is an absolute shortage of improved real estate in the best residence districts of Indianapolis. Prices are well maintained with reserve stocks below normal.

EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southern Indiana has shown a light slump since the recent announcement that Germany had signed the peace terms, and that the great world war is at an end. The manufacturers say business is now in more or less an uncertain state, and prices have been inclined to drop, but that in time things will get back to normal and that trade ought to be the best in many years. The local manufacturers express it as their opinion that as soon as ocean steamers are obtained for the foreign trade, the American lumbermen will start to ship huge quantities of lumber to various foreign countries, especially to the nations of Europe. While the up-town saw mills in Evansville are being operated on steady time now, and have in fact been so doing for several weeks past, trade is somewhat slow in spite of the fact that inquiries are rather numerous. Local manufacturers report they have liberal supplies of logs on hand and that the prices paid for these logs were high, and in view of the uncertain tone of the lumber market they do not propose to buy any more logs for awhile at least. One manufacturer expressed it as his belief that he was afraid he would lose money on the lumber sawed from the logs that he had bought at high prices, as he was of the opinion that lumber prices during the next few weeks would not be in proportion to the prices paid for logs. General trade conditions are very good and there is a feeling in all circles that there is going to be plenty of prosperity, but that it is going to take some time to reconstruct things, just how long being a matter of speculation. But manufacturers are looking on the bright side of the trade picture and believe that after things get back to a normal state again the United States will witness a great era of prosperity. The various wood-consuming plants of Evansville and those in the cities of the tri-state territory are being operated on good time and manufacturers say that since the signing of the armistice they have received a great many nice orders. Plow and furniture manufacturers as well as makers of buggies, wagons, desks and chairs, believe that after the first of the year trade will boom.

MEMPHIS

Lumber interests here are happy over the ending of the war through signing of the armistice because they are delighted that their sons, their relatives, their employees and others at the front of whom they are fond will be able to come back and take up their duties.

They are also happy because they are certain that whatever the immediate future may have in store, there will be ultimately a tremendous revival of demand for hardwood lumber and forest products and unparalleled opportunity to expand their business.

Cancellations of purely war orders have been coming in ever since hostilities ceased. Indeed some were received before announcement of signing of the armistice. Further cancellations are expected as a matter of course. But lumber interests believe there will be gradual transition of lumber consuming industries engaged in war activities to a peace footing. They realize that some time will be required for this readjustment but they are in no doubt as to the outcome.

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They point out that manufacturers of automobiles and motor trucks and all engaged in supplying wheels and other parts of these vehicles will turn from production for war purposes to production for purely peace purposes and that they will be as active in the latter as they have been in the former. Farm wagons and farm implements will be produced by those making army wagons and similar equipment, and so it goes.

Furniture manufacturers are expected to get back to normal production in due course, while tremendous stimulus to demand for hardwood lumber for flooring, for interior trim and for similar uses is anticipated from resumption of normal building activities.

Box and cooerage interests will, in the opinion of those engaged in these lines, turn out larger quantities of wooden containers than even during the war because of the necessity of even larger exports of food stuffs than heretofore to take care of requirements of neutral and belligerent nations.

Already there are plentiful signs that there will be a tremendous demand for hardwood lumber from Europe and that exports will be of unparalleled proportions as soon as there are adequate ocean transportation facilities. All members of the trade appear to be agreed on the outlook in this direction.

Just now business is quiet. There is every indication that it will continue so for a while. But this is as expected and is causing no uneasiness. Lifting of the embargo against shipments of commercial lumber into all territory west of the Buffalo-Pittsburg line is facilitating movement of both lumber and forest products and shipments are going forward now with greater promptness. Production is undergoing little change. No more mills have closed down. Those that have closed down are awaiting further developments before resuming. Prices are without change. The owner who refused to sell a short time ago at concessions is now more determined than ever to hold his lumber for satisfactory value. The supply of labor is larger now than for several months and some members of the trade anticipate that wages may begin to take the back-track to a modest degree. No big changes, however, are expected. Indeed, practically all interests agree that readjustment of the wage scale must be a gradual process and perhaps a rather slow one.

◀ LOUISVILLE ▶

Peace and lifting the embargo all in one week was almost too much for some of the lumbermen, but everyone is expected to survive the shock. Lifting the embargo has already started a better inquiry, and lifting building restrictions should bring about a better demand for interior trim and that shortly. Just now a few inquiries are coming from the furniture trade, and a few are expected shortly from the auto trade. However, things are a little quiet, although a few houses are managing to keep fairly busy, but principally on shipping out business that had been delayed on account of permits.

Chestnut has been very active, a good demand for this wood for core stock having developed. The demand for poplar is not quite so keen as it was, except in the lower grades which continue very active. Hickory has been cleaning up nicely, even log run, inch and under, moving. Maple hasn't been showing much so far this month. Chair manufacturers have been buying common plain and common quartered oak. Plain oak demand has been principally for white, with very little red moving from some mills. Quartered is selling in % and thicker, but principally in common grades.

While practically no cancellations of direct or indirect orders are being reported, there have been a few reports of indirect consumers ordering shipments held up. For a time orders for aeroplane stock were renewed as fast as they were filled, and the manufacturers were steadily asked to take more of the business. However, no new aeroplane business is being placed now, and in a number of other lines things are about the same. A few new orders for government stuff, either of staple character or for hurry up finishing of contracts, are still coming, but government business as a whole is slowing down since the armistice was signed, and is reported to have been slumping for two weeks prior to that.

So far the market hasn't shown much effect of peace, and the general lines in demand are about the same, although the volume is not quite so heavy. However, prices are firm, and as good as at any previous time in weeks.

◀ MILWAUKEE ▶

The outlook in the Milwaukee and Wisconsin hardwood trade since the cessation of hostilities is one of much encouragement, despite the belief which existed immediately thereafter that the probable discontinuance of war demands might create somewhat of a slump. However, the enormous requirements of hardwoods and veneers in ordinary peace-time industries, which have been subjected to the strictest regulations and restrictions, are now developing and the impression prevails that whatever falling off may be encountered by reason of the lesser military needs will be more than occupied by requirements which have been held in almost absolute check for a year or more. As a matter of fact, military necessities are being well sustained and are expected to continue to be of ample proportions for some time to come. In this respect the hardwood industry is believed to be in a relatively better position than other branches of the lumber trade, which, however, are not suffering to any appreciable extent. Values are being steadily maintained and no sharp fluctuations are expected for the time being.

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10 cars 2 1/2" FAS & No. 1 Com. Hard Maple
3 cars 2 1/2" FAS & No. 1 Com. Beech
10 cars 2" FAS & No. 1 Com. Beech
3 cars 1 3/4" FAS & No. 1 Com. Beech
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Indiana or Ohio stock preferred.

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Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

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Above complete with all piping equipment.

No condenser equipment.

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NO. 2 & BTR., 4/4, 5/4", av. wdth., any length, 8 mos. dry; NO. 3 C., 4/4 & 5/4", av. wdth., any lgths., 8 mos. dry. GILL-ANDREWS LUMBER CO., Wausau, Wis.

FAS, 3/4 & 1/2", reg. wdths. & lgths., 6 mos. dry; FAS, 5/4", 10" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, brown, 4/4, 6/4 & 8/4", reg. wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4, reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

COM. & BTR., 4/4-8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 2 & NO. 3, 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD, JURDEN & MCCOWEN, Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; COM. & BTR., 10/4 & 16/4", reg. wdths. & lgths., 3 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 1 C. & BTR., 12/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C. & BTR., 4/4-16/4", on grade; SEL. AIRPLANE; FAS & SEL., 5/4x6 & up, all 8 & 10"; SHORTS, one-face clr., 8/4, 10/4 & 12/4", bone dry; SEL. 2x6" & up, bone dry. THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

NO. 1 & BTR., largely FAS, 5/4, 6" & wider, 8' and longer. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

BASSWOOD

FAS, 5/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, 4/4", good wdths. & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 5/4", av. wdths., any lgths., 8 mos. dry. GILL-ANDREWS LUMBER CO., Wausau, Wis.

COM. & BTR., white, 5/4", reg. wdths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 & BTR., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 & BTR., 4/4, 5/4 & 10/4", reg. wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. & BTR., 4/4"; NO. 1 C., 4/4"; NO. 3 C., 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 2 & BTR., 25% NO. 2, 40% NO. 1, 35% FAS, 8/4", 4" & wider, 6" & longer, 12 mos. dry; NO. 2, 8/4", 4" & wider, 4" & longer, spec. price, 18 mos. dry; NO. 2, 4/4", 3" & wider, 4" & longer, 1 yr. dry; NO. 3, 4/4 & 8/4", 3" & wider, 4" & longer, 1 yr. dry; NO. 2 & 3, 50% each grade, 6/4", 3" & wider, 4" & longer, 1 yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

BEECH

NO. 2 & BTR., 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 3 C., 5/4", reg. wdths. & lgths., dry; NO. 2 C. & BTR., 5/4 & 8/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

LOG RUN, 5/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

LOG RUN, 10/4". WELSH LUMBER CO., Memphis, Tenn.

BIRCH

FAS, red, 6/4", good wdths., 50% 14-16", 2 yrs. dry; NO. 1 C., sap, 4/4", good wdths. & lgths., 50% 14-16". ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 8/4", good wdths., 1½ 14 & 16' long, band sawn, dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 5/4, av. wdth., any lgth., 8 mos. dry. GILL-ANDREWS LUMBER CO., Wausau, Wis.

NO. 2 & BTR., 4/4, 5/4, 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", reg. wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4", reg. wdths. & lgths., dry; NO. 1 & 2 C., 4/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.

FAS, 4/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 3 C., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 6/4", 6" & wider, 8' & longer, 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 18-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

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HARDWOODS FOR SALE

BUTTERNUT

COM. & BTR., 4/4", reg. wdth. & lgth. 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

NO. 1 C., 4 1/2", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C., 4/4-8 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C., 4/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS., 4 4/4", 8" & up, 8" & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.
NO. 1 C., 4/4", reg. wdths. & lgths., 1 yr. dry. WOOD-MOSAIC CO., INC., New Albany, Ind.

CHESTNUT

FAS., 4/4", good wdths., 1/2 14-16", dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 4/4-8 4/4", reg. wdths., std. lgths., 18-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

COTTONWOOD

NO. 1, 4/4", 5/4", std. wdths. & lgths., 6 mos. dry; NO. 2 C., 4/4 & 5/4", std. wdths. & lgths., 6 mos. dry; DOG BDS., 8/4", std. wdths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 & PANEL, 4/4", 18 & up. ANDERSON-TULLY CO., Memphis, Tenn.
BOX BDS., 4/4", 9-12", 13-17", reg. lgths., 8 mos. dry; FAS., 4/4", reg. wdths. & lgths., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
FAS., 8/4 & 12/4", reg. wdths. & lgths., 7 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry; BOX BDS., 4/4, 8"-12", reg. lgths., 8 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

CYPRESS

NO. 1 C., yellow, 5/4", std. wdths. & lgths., 6 mos. dry; SHOP, 4/4 & 5/4", std. wdths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS., 8/4", SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.
COM., 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS., SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.
NO. 1 SHOP & BTR., 4/4, 6/4 & 8/4", reg. wdths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 & 2 C., 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 1 SHOP & BTR., 4/4-16 4/4", reg. wdth., std. lgth., 18 to 24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6 4/4". BLISS-COOK OAK CO., Blissville, Ark.
LOG RUN, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4". GEO. C. BROWN & CO., Memphis, Tenn.
FAS., 12/4", reg. wdths. & lgths., 12 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
LOG RUN 4/4, 8/4 & 12/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
FAS., 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
LOG RUN, 8/4, 10/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.
FAS., 6 4/4", good wdths. & lgths., 8 mos. dry. GILL-ANDREWS LUMBER CO., Wausau, Wis.
NO. 2 C. & BTR., 6/4, 8/4, 10/4 & 12/4", reg. wdths. & lgths., dry; NO. 3 C., 6/4 & 8/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.
LOG RUN 6/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 1 & BTR., 5/4", wider. NO. 3 C., 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.
LOG RUN, 8/4 & 12/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 1 & BTR., 4/4", fair wdths., 50% 14-16"; NO. 2 & BTR., fair wdths., 50% 14-16". GILL-ANDREWS LUMBER CO., Wausau, Wis.
NO. 1 & BTR., 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.
NO. 2 & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

NO. 1 C., 4/4", 5/4"; NO. 2 C., 4/4 & 5/4", std. wdths. & lgths., 6 mos. dry; DOG BDS., 8/4", std. wdths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.
NO. 1 C. & BTR., qtd., 6/4 & 8/4"; NO. 2 C. & BTR., pl., 4/4-8 4/4". BOX BDS., 4/4". BELL-GRADE LUMBER CO., Memphis, Tenn.
BOX BDS., 4/4", 9-12", 13-17", reg. lgths., 8 mos. dry; FAS., 4/4", reg. wdths., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
BOX BDS., 4/4, 8-12, reg. lgths., 9 mos. dry; BOX BDS., 13-17", reg. lgths. GEO. C. EHEMANN & CO., Memphis, Tenn.
LOG RUN 4/4-6 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 3 C., 4/4 & 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.
BOX BDS., 4/4, 13-17, reg. lgths., 8 mos. dry; FAS., 4/4", 13 & up, reg. lgths., 6 mos. dry; NO. 1 C., 5/4", reg. wdths. & lgths., 5 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.
FAS. 6 4/4". WELSH LUMBER CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 C., 4/4, 5/4, std. lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS., NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-8 4/4". BELL-GRADE LUMBER CO., Memphis, Tenn.
NO. 1 C. 4/4". BLISS-COOK OAK CO., Blissville, Ark.
FAS., all thicknesses, reg. wdths. & lgths., 8 mos. dry; NO. 1 C., 4/4", reg. wdths. & lgths., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4". GEO. C. BROWN & CO., Memphis, Tenn.
ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 1 C. 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-12/4". BELL-GRADE LUMBER CO., Memphis, Tenn.
FAS. NO. 1 C., all thicknesses, reg. wdths. & lgths., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
COM. & BTR., 6/4, 8/4 & 10/4". GAYOSO LUMBER CO., Memphis, Tenn.
COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
COM. & BTR., 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.
COM. & BTR., 4/4, reg. wdths. & lgths., 6 mos. dry; COM. & BTR., 5/4 & 6/4", reg. wdths. & lgths., 10 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.
COM. & BTR., 8/4". WELSH LUMBER CO., Memphis, Tenn.

GUM—TUPELO

NO. 1 C., 4/4", std. wdths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS., 4/4", 6" & up, 10-16", 1 yr. & over dry, all wide in. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

HACKBERRY

LOG RUN 4/4", std. wdths. & lgths., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

HICKORY

LOG RUN, 8/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

MAHOGANY

FAS., NO. 1 C., SHORTS & WORMY, 1/2-16 4/4", plain & figured, Mexican & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago.

MAPLE—HARD

NO. 1 C., 10/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4-16 4/4", 1 yr. dry. G. ELIAS & BROS., INC., Buffalo, N. Y.

NO. 1 & BTR., 10/4, 12/4 & 14 4/4"; QTD. sawed, 6/4 & 8 4/4"; NO. 2 & BTR., 4/4, 5/4, 6/4 & 8 4/4"; NO. 3, 4/4, 5/4 & 6 4/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 & BTR., 5/4 & 8 4/4"; NO. 1 & BTR., 6/4", 10/4 & 12/4"; NO. 2 C., 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12 4/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

LOG RUN 8 4/4". WELSH LUMBER CO., Memphis, Tenn.

MAPLE—SOFT

NO. 2 & BTR., 4/4 & 6 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.
LOG RUN, 10/4, reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.
NO. 1 C. & BTR., 4/4-16 4/4", reg. wdths., std. lgths., 12 to 18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

FAS., 4/4", 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C. & BTR., 3/4-6 4/4". BELL-GRADE LUMBER CO., Memphis, Tenn.
FAS., 10/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS. 10 4/4", reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS., 5/4", 11" & up, 10" & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.
FAS., 3/4, 1/2, 5/8". RUSSE & BURGESS, INC., Memphis, Tenn.
COM. & BTR., 6/4", reg. wdths. & lgths., 8 mos. dry; COM. & BTR., 10/4", reg. wdths. & lgths., 10 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.
COM. & BTR., 12/4"; FAS., 8/4". WELSH LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4", reg. wdths. & lgths., 6-12 mos. dry; NO. 2 C., 4/4", reg. wdths. & lgths., 6-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.
NO. 1 C. & BTR., 4/4-16 4/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS. 4/4". BLISS-COOK OAK CO., Blissville, Ark.
COM. & BTR., 4/4-6 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4 & 6/4. BELL-GRADE LUMBER CO., Memphis, Tenn.
NO. 1 C. 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
FAS., 5/4 & 3/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR., 4/4-16 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 1 C. & BTR., 8/4 & 10/4", reg. wdths. & lgths., dry; NO. 2 C. & BTR., 4/4", reg. wdths. & lgths., dry. KNEELAND-BIGELOW CO., Bay City, Mich.
NO. 1, 4/4", 6" & up, 25% 10-16", 12 mos. & over dry; NO. 2 & NO. 3, 4/4", 4" & up, 25% 10-16", 12 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 1 C. & BTR., 12/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.
NO. 1 C., 1/2, 5/8"; NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.
NO. 1 C., 4/4, 5/4, reg. wdths. & lgths.; NO. 2 C., 4/4, reg. wdths. & lgths., 1 yr. dry. WOOD-MOSAIC CO., INC., New Albany, Ind.
NO. 1 C. & BTR., 4/4 to 16 4/4", reg. wdths., std. lgths., 18-24 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4. BELL-GRADE LUMBER CO., Memphis, Tenn.
NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.
FAS., 3/4 & 1/2" 6" & up, 8" & up, 8 mos. dry; FAS., 4/4", reg. wdths. & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2"-5 1/2", reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
FAS., 4/4", reg. wdths. & lgths. SWAIN-ROACH LUMBER CO., Seymour, Ind.

(Continued on page 50)

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Advertisers' Directory

NORTHERN HARDWOODS.

American Lumber & Manufacturing Company.....	5-43
Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	5
Blakeslee, Perrin & Darling....	4
Boyle, Inc., Clarence.....	13
Buffalo Hardwood Lumber Co..	4
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Co.....	13
Elias, G., & Bro.....	4
Fathauer, Theo., Company.....	40
Gill-Andrews Lumber Company.	41
Hoffman Bros. Company.....	5-29
Jackson & Tindle.....	44
Jones Hardwood Co.....	46
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	33
Mason-Donaldson Lumber Co..	13
McIlvain, J., Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	5-42
Palmer & Parker Co.....	36
Stack Lumber Company.....	37
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.....	6
Stimson, J. V.....	5-51
Sullivan, T., & Co.....	4
Taylor & Crate.....	4
Tegge Lumber Co.....	44
Von Platen Lumber Company...	13
Wheeler-Timlin Lumber Co....	41
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon....	36
Wood-Mosaic Company.....	5
Yeager Lumber Company, Inc..	4
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page	5
Evans, G. H., Lumber Co.....	14
Long-Bell Lumber Co.....	5-12
Mowbray & Robinson Company.	5-42

POPLAR.

Anderson-Tully Company.....	2-9-51
Arlington Lumber Company....	5-42

RED GUM.

Anderson-Tully Company.....	2-9-51
Bellgrade Lumber Company....	9
Bliss-Cook Oak Company.....	5-14
Bonner, J. H., & Sons.....	5-10
Brown, Geo. C., & Co.....	10
Brown & Hackney, Inc.....	10
Brown Land & Lumber Co.....	8
Brown, W. P., & Sons Lbr. Co..	
Ehemann, Geo. C., & Co.....	8
Evans, G. H., Lumber Co.....	14
Ferguson & Palmer Company...	10

Gayoso Lumber Company.....	9
Goodlander-Robertson Lumber Company	5-10
Kraetzer-Cured Lumber Co....	9
Memphis Band Mill Co.....	10
Miller Lumber Co.....	5-39
Mossman Lumber Company.....	8
Paepcke-Leicht Lumber Co....	5-8
Penrod, Jurden & McCowen....	10
Pritchard-Wheeler Lumber Co.	5-9
Probst Lumber Company.....	46
Russe & Burgess, Inc.....	9
Sondheimer, E., Co.....	9
Stark, James E., & Co.....	9
Stimson, J. V.....	5-52
Stimson, J. V., Hardwood Co..	
Stimson Veneer & Lumber Co..	8
Thane Lumber Co.....	8
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	5-52
Welsh Lumber Co.....	8

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	1
American Lumber & Mfg. Co..	5-43
Anderson-Tully Company.....	2-9-51
Archer Lumber Company.....	5
Arlington Lumber Company....	5-42
Atlantic Lumber Co., Buffalo...	4
Beaumont Lumber Company...	14
Bellgrade Lumber Company....	9
Bliss-Cook Oak Company.....	5-14
Blakeslee, Perrin & Darling....	4
Bonner, J. H., & Sons.....	5-10
Boyle, Inc., Clarence.....	13
Brown, Geo. C., & Co.....	10
Brown Land & Lumber Co.....	8
Brown, W. P., & Sons Lbr. Co..	
Brown & Hackney, Inc.....	10
Buffalo Hardwood Lumber Co..	4
Catlin, R. H., Company.....	46
Cornelius Lumber Company....	14
Crane, C., & Co.....	44
Davis, Edw. L., Lumber Co....	
Dudley Lumber Company.....	8
Ehemann, Geo. C., & Co.....	8
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	14
Fathauer, Theo., Company.....	40
Ferguson & Palmer Company..	10
Galloway-Pease Company.....	5
Gayoso Lumber Company.....	9
Goodlander-Robinson Lumber Company	5-10
Halfpenny, John, Inc.....	45
Hoffman Brothers Company....	5-29
Howe Lumber Company.....	
Kosse, Shoe & Schleyer Co., The	33
Kraetzer-Cured Lumber Co....	9
Kurz-Downey Company.....	
Long-Bell Lumber Company....	5-12
Long-Knight Lumber Company	26
Lawrence, P. J., Lumber Co....	
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Memphis Band Mill Company..	5-10
Memphis Hardwood Flooring Co.	43
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	5-39
Mossman Lumber Company....	8
Mowbray & Robinson Company.	5-42

Nickey Bros., Inc.....	25
Norman Lumber Company...	
Paepcke-Leicht Lumber Co....	5-8
Penrod, Jurden & McCowen....	10
Pritchard-Wheeler Lumber Co.	5-9
Probst Lumber Company.....	46
Richardson, A. M., Lumber Co..	
Russe & Burgess, Inc.....	9
Salt Lick Lumber Company....	6
Sondheimer, E., Company.....	9
Standard Hardwood Lumber Company	4
Stark, James E., & Co.....	9
Sterner Lumber Co.....	42
Stimson, J. V., Hardwood Co..	
Stimson Veneer & Lumber Co..	8
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	5-42
Taylor & Crate.....	4
Thane Lumber Co.....	4
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	5-52
Utley-Holloway Company.....	5
Vestal Lumber & Manufacturing Co.	41
Welsh Lumber Co.....	8
Whitmer, Wm., & Sons.....	6
Willett, W. R., Lumber Co....	
Willson Bros., Lumber Co....	6
Wisconsin Lumber Company...	
Wistar, Underhill & Nixon....	36
Yeager Lumber Co., Inc.....	4

LUMBER COMMISSION.

Alfred P. Buckley.....	46
------------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co.	12
Anderson-Tully Company.....	2-9-51
Astoria Veneer Mills & Dock Co.	30
Bird's Eye Veneer Company....	24
Dean-Spicer Company, The...	
Hoffman Bros. Company.....	5-29
Huddleston - Marsh Mahogany Company	26
Kosse, Shoe & Schleyer Co., The	33
Long-Knight Lumber Co.....	26
Louisville Veneer Mills.....	24
Mengel, C. C., & Bro. Co.....	
Nickey Bros., Inc.....	25
Ohio Veneer Company.....	44
Palmer & Parker Co.....	36
Pickrel Walnut Company.....	27
Rayner, J., Company.....	12
Stark, James E., & Co.....	9
St. Louis Basket & Box Co....	30
Stimson Veneer & Lumber Co..	8
Wisconsin Cabinet & Panel Co.	28
Wisconsin Veneer Company...	30
Wood-Mosaic Company.....	5

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co....	
Hoffman Brothers Company....	5-29
Huddleston-Marsh Mahogany Co.	26

Kosse, Shoe & Schleyer Co., The	33
Long-Knight Lumber Co.....	26
Mengel, C. C., & Bro. Co.....	
Palmer & Parker Co.....	36
Pickrel Walnut Company.....	27
Purcell, Frank.....	37
Rayner, J., Company.....	12

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	5-14
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	13
Horner, William.....	6
Long-Bell Lumber Company....	5-12
Mason-Donaldson Lumber Co..	13
Memphis Hardwood Flooring Co.	43
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	12
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	
Hill-Curtis Co.....	52

SAWMILL MACHINERY.

Hill-Curtis Co.....	52
Sinker-Davis Co.....	
Soule Steam Feed Works.....	

WOODWORKING MACHINERY.

Mershon, W. B., & Co.....	52
---------------------------	----

LOGGING MACHINERY.

Chickasaw Cooperage Company.	50
Godfrey, John F.....	36
Lidgerwood Manufacturing Co..	12

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Central Manufacturers' Mutual Insurance Company.....	
Davis, A. J., & Co.....	45
Indiana Lumbermen's Mutual Insurance Company.....	
Lumber Mutual Fire Insurance Company	
Pennsylvania Lumbermen's Mutual Fire Insurance Company.	

TIMBERLANDS.

Lacey, James D., Timber Co...	45
-------------------------------	----

MISCELLANEOUS.

Brookmire Economic Service...	47
Buck, Frank R., Co.....	
Childs, S. D., & Co.....	13
Kane Manufacturing Company.	
Lumbermen's Credit Assn.....	44
Perkins Glue Company.....	20

(Continued from page 48)

OAK—MISCELLANEOUS

ALL grades R. & W., 4, 4", 4 mos. dry.
 CORNELIUS LUMBER CO., St. Louis, Mo.
 NO. 3 C. 4", CROSSING PLANK 12/4".
 PENROD, JURDEN & McCOWEN, INC.,
 Memphis, Tenn.
 BCKG. BDS., 5/8-5/4", reg. widths. & lgths.,
 6-12 mos. dry. HOFFMAN BROS. CO., Ft.
 Wayne, Ind.

PECAN

LOG RUN, 8, 1", std. widths. & lgths., 6 mos.
 dry. ABERDEEN LUMBER CO., Pittsburgh,
 Pa.
 LOG RUN, 8/4", GEO. C. BROWN & CO.,
 Memphis, Tenn.

PINE

NO. 1 C., yellow, 4, 1", 6" wide, 6 mos. dry.
 NO. 1 C., 4/4", 8, 10, 12" wide, 6 mos. dry.
 ABERDEEN LUMBER CO., Pittsburgh, Pa.
 ALL grades, white, 4, 4-12/4", reg. widths. &
 lgths., virgin growth, dry. JONES HARD-
 WOOD CO., Boston, Mass.

POPLAR

NO. 1 C., 6x6, 18 mos. dry. G. ELIAS &
 BRO., INC., Buffalo, N. Y.
 COM. & BTR. 5/8 & 4/4", ran. width. & lgth.,
 6-8 mos. dry. LOUISVILLE VENEER MILLS,
 Louisville, Ky.
 NO. 2 C., 8/4", WELSH LUMBER CO.,
 Memphis, Tenn.
 NO. 1 C., 1 1/4", reg. widths. & lgths., 8 mos.
 dry; NO. 2 C., 8/4", reg. widths. & lgths., 8 mos.
 dry. WOOD-MOSAI CO., New Albany, Ind.
 NO. 1 C. & BTR., 5/8-16 4", reg. widths., std.
 lgths., 1-2 yrs. dry. YEAGER LUMBER CO.,
 Buffalo, N. Y.

SYCAMORE

NO. 1 C. & BTR., qtd., 4/4", reg. widths. &
 lgths. SWAIN-ROACH LUMBER CO., Sey-
 mour, Ind.

WALNUT

NO. 2 C. 4/4", reg. width. & lgth. BLAKES-
 LEE, PERRIN & DARLING, Buffalo, N. Y.
 NO. 1 C., 4 1/4", 2 yrs. dry. G. ELIAS & BRO.,
 INC., Buffalo, N. Y.
 FAS, 4 1/4", reg. widths. & lgths., 6 mos. dry;
 NO. 1 C. 4-4", reg. widths. & lgths., 6 mos. dry;
 COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos.
 dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FLOORING**MAPLE**

CLR., 1 1/2x2, reg. widths. & lgths. dry; PRIME,
 1 1/2x4 and 1 1/2x4, reg. widths. & lgths., dry.
 KNEELAND-BIGELOW CO., Bay City, Mich.

VENEER—FACE**ASH**

1 1/2-5 up to 22' long. HOFFMAN BROS. CO.,
 Ft. Wayne, Ind.

CHERRY

1/20-5. HOFFMAN BROS. CO., Ft. Wayne,
 Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE
 VENEER MILLS, Louisville, Ky.
 FIG., all thicknesses. NICKY BROTHERS,
 INC., Memphis, Tenn.

MAHOGANY

ANY thickness. THE DEAN-SPICKER
 CO., Chicago, Ill.
 PLAIN & FIGURED, 1/28 to 1/4", Mexican
 and African. HUDDLESTON-MARSH MA-
 HOGANY CO., Chicago, Ill.
 ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.

MAPLE

QTD., 1 1/2-5, PL., 1 1/2-5 up to 22' long. HOFF-
 MAN BROS. CO., Ft. Wayne, Ind.

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ALL Southern hardwoods, rotary cut, any
 thickness, any size. PENROD, JURDEN &
 McCOWEN, Memphis, Tenn.

OAK—PLAIN

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 MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced.
 THE DEAN-SPICKER CO., Chicago, Ill.
 WHITE, 1 20. HOFFMAN BROS. CO., Ft.
 Wayne, Ind.
 ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.
 SWD., white, all thicknesses. NICKY
 BROTHERS, INC., Memphis, Tenn.

POPLAR

1 1/2-5 up to 22' long. HOFFMAN BROS CO.,
 Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE
 DEAN-SPICKER CO., Chicago, Ill.
 ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.
 SL. & RTRY. CUT. HUDDLESTON-
 MARSH MAHOGANY CO., Chicago, Ill.
 ANYTHING in walnut, veneers, pl. & fig.,
 rty. and sliced. PICKREL WALNUT CO., St.
 Louis, Mo.

**CROSSBANDING AND
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 MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.

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STOCK SIZES, 1/4, 5/16 & 3/8", good 18
 and 2S. HUDDLESTON-MARSH MAHOG-
 ANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE
 VENEER MILLS, Louisville, Ky.

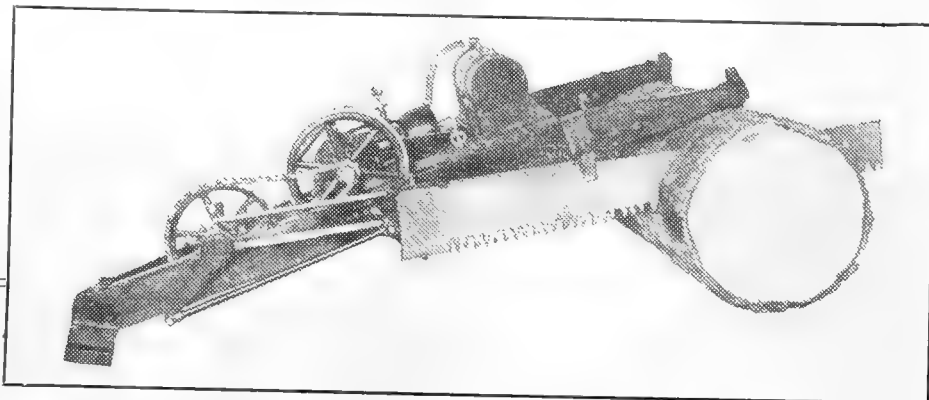
MAHOGANY

ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.
 STOCK SIZES, 1/4, 5/16 & 3/8", good 18
 and 2S. HUDDLESTON-MARSH MAHOG-
 ANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.
 PL. & QTD. 1/4, 5/16 & 3/8", stock sizes,
 good 18 and 2S. HUDDLESTON-MARSH
 MAHOGANY CO., Chicago, Ill.
 ANY thickness. LOUISVILLE VENEER
 MILLS, Louisville, Ky.

This is the orig-
 inal machine. Pat.
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 have been in use
 over four years
 and are past the
 experimental stage.
 The only proven
 practical machine
 of its kind on the
 market.



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 are designed for
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 place under any
 conditions to be
 found in the lum-
 ber and wood
 camps, in any kind
 of weather.
 These machines
 have been in use
 for over four years.

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Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw will be advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

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It is good business for you now as a buyer of hardwoods to make your plans. This is our urgent advice given as students of lumbering for the past half century. If, with our 75,000,000 feet of annual producing capacity and a remarkable complete and versatile stock, we can help you in any way, it is our pleasure to do so whether you order or not. But we urge that you **do** order.

ANDERSON TULLY CO.

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MEMPHIS TENNESSEE

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Four organizations with the single purpose of meeting the wants of the most scrupulous buyer of all domestic hardwoods—

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BAND MILL: BURDETTE, ARK.

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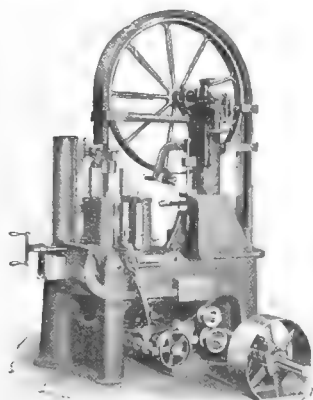
COTTONWOOD	OAK
4 Cars 1" Boxboards, 13" to 17"	5 Cars 1" FAS. Red
3 Cars 1" Boxboards, 8" to 12"	2 Cars 1" FAS. White
4 Cars 1" FAS., 6" to 12"	2 Cars 1 1/4" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Common	5 Cars 1" No. 1 Com. Red
5 Cars 1 1/4" No. 1 Common	2 Cars 1" No. 1 Com. White
4 Cars 1" No. 2 Common	5 Cars 1" No. 2 C. Red & White
2 Cars 1 1/4" No. 2 Common	2 Cars 2 1/2" No. 1 Com. & Btr.
3 Cars 2" FAS.	Plain Red Oak
	2 Cars 3" No. 1 Com. & Btr.
	Plain White Oak
	5 Cars 2" Log Run Elm
	5 Cars 1" Log Run Elm
	3 Cars 1 1/4" Log Run Elm
	4 Cars 1 1/2" Log Run Elm
	3 Cars 2" Log Run Maple
	2 cars 12/4" Log Run Maple
	2 cars 6/4" Log Run Maple
	2 cars 5/4" Log Run Maple
	3 Cars 1" No. 1 Com. & Btr.
	Sycamore
	5 Cars 1" No. 2 & No. 3 Com.
	Sycamore
	2 cars 2" Select & Better Cypress

GUM

6 Cars 1" FAS. Sap
5 Cars 1 1/4" FAS. Sap
3 Cars 1 1/2" FAS. Sap
6 Cars 1" No. 1 Common
5 Cars 1" No. 2 Common
2 Cars 1 1/4" FAS. Red
2 Cars 1 1/2" FAS. Red
1 Car 1 1/2" No. 1 Common
3 Cars 2" FAS. Qtd. Red
2 Cars 2" No. 1 Com. Qtd. Red

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices



Ideal Band Resaw

A PROMISING YEARLING

A Specially-Noted Line

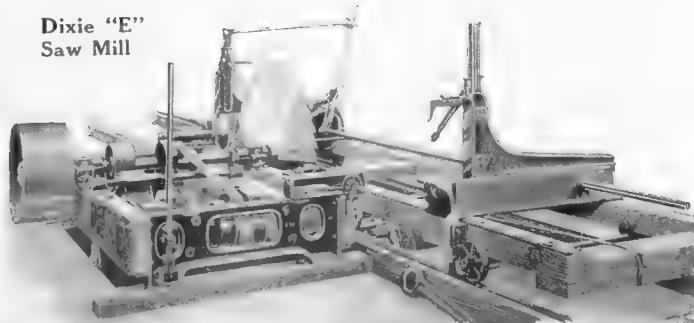
Sellers, S. C., March 31, 1917.

Gentlemen: We have been operating one of your Ideal Resaws for the past twelve months and up to the present time we have not had to make any adjustment on it. It is doing all classes of work from 2" to 24" in width and we are very much pleased with the quantity and quality of its production. Should we have occasion to purchase another resaw we would most certainly buy a Mershon.

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Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 10, 1918

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Vol. XLVI, No. 4

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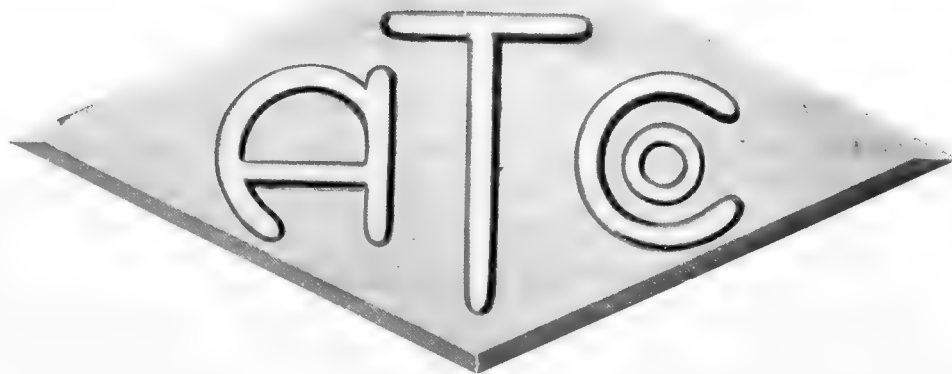
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THIS MARK MEANS

Quality—GOLDEN RULE—Service



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MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

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Michigan Hardwoods

Cadillac Quality

- 134 M 4/4 Basswood Selects
- 66 M 4/4 Basswood, No. 1 Common
- 43 M 4/4 Basswood, No. 2 Common
- 79 M 4/4 Basswood, No. 3 Common
- 78 M 4/4 Gray Elm, No. 1 Common & Better
- 60 M 6/4 Gray Elm, No. 2 Common & Better
- 100 M 8/4 Gray Elm, No. 2 Common & Better
- 46 M 12/4 Gray Elm, high grade
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Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry—

- 4/4 Basswood, Birch, Gray Elm, Birdseye Maple, Soft Maple and Beech
- 5/4 Beech
- 6/4 Beech and Gray Elm
- 8/4 Gray Elm

In addition to above we are now sawing—

- 5/8 Beech
- 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 Hard Maple

Some grades and widths are piled separately to better meet the requirements of the trade

Mitchell Brothers Co.

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Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

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Hardwood Lumber

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| 75,000' No. 2 Com. & Btr., 5/4" | MAPLE |
| SOFT ELM | 50,000' 1sts & 2nds, 4/4" to 18/4" |
| 800,000' No. 2 Com. & Btr., 4/4" | WHITE MAPLE |
| 60,000' No. 1 Com. & Btr., 10/4" | 14,000' 1sts & 2nds, 4/4", end dried |
| 15,000' No. 1 Com. & Btr., 12/4" | HEMLOCK |
| BEECH | 125,000' Merchantable 4/4" |
| 800,000' No. 2 Com. & Btr., 4/4" | ASH |
| CHERRY | 15,000' No. 2 Com. & Btr., 4/4" |
| 17,000' No. 2 Com. & Btr., 4/4" | |

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WE WILL QUOTE ATTRACTIVE PRICES
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- 250,000 ft. 5/4 No. 3 Common Beech
- 14,000 ft. 4/4 1st & 2nd Birch
- 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
- 500,000 ft. 6/4 No. 2 Common & Better Elm
- 225,000 ft. 8/4 No. 2 Common & Better Elm
- 65,000 ft. 10/4 No. 2 Common & Better Elm
- 75,000 ft. 12/4 No. 2 Common & Better Elm
- 150,000 ft. 6/4 No. 3 Common Elm
- 40,000 ft. 8/4 No. 3 Common Elm
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- 5,000 ft. 10/4 No. 2 Common & Better White Oak

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Bay City

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HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
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OUR SPECIALTY:
QUARTERED WHITE OAK
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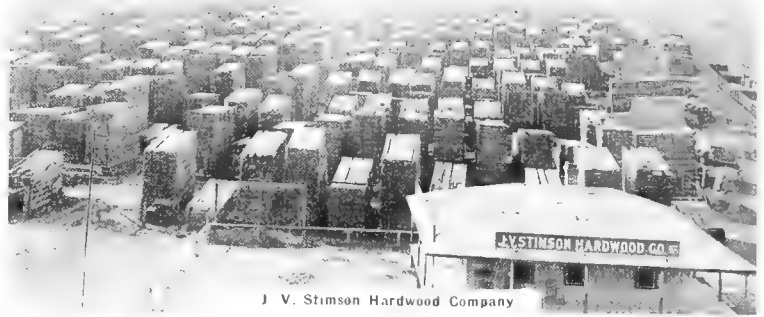
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A Complete Stock of Seasoned Hardwoods
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SPECIAL FOR SALE
2" to 4".....No. 1 Common and Better Elm
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Hardwoods & Red Cedar
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OAK, ASH AND CHESTNUT
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J. V. Stimson Hardwood Company

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Integrity Quality Service Efficiency

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The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

THE J. V. Stimson Hardwood Company of Helena is one of the five units of the Stimson organization founded by J. V. Stimson of Huntingburg, Ind. The J. V. Stimson Hardwood Company operates two band mill plants, the other being at Memphis. The directing genius of this organization is Ben Katterhenry, who hails from Huntingburg and has been identified with the Stimson interests for some time. Mr. Katterhenry has made an unusual record for economical and efficient manufacture, and is generally considered one of the ablest operators in the hardwood belt. He is an officer of and part owner of this branch of the Stimson operations.

The J. V. Stimson Hardwood Company is operating on a splendid tract of its own timber and is cutting the usual line of Southern hardwoods. The company is noted for its foresight in anticipating markets and for the quality of its product. The result is that both the big mills are kept on the jump, Mr. Katterhenry dividing his time between Helena and Memphis.

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J. V. Stimson Hardwood Co.
Kurz-Downey Co.
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All the Machinery for a
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WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

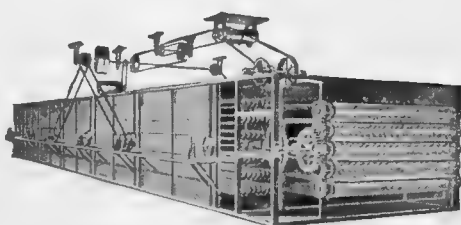
Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See pages 8-31)
Wood-Mosaic Company, Inc.
Fine Veneers and Hardwood Lumber
New Albany, Ind.
Manufacturer

(*See page 28)
Hoffman Brothers Company
Veneers and Hardwood Lumber
Manufacturer
Ft. Wayne, Ind.

(*See page 46)
The Mowbray & Robinson Company
Manufacturers of Hardwood Lumber and Flooring
Cincinnati, Ohio

Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.

Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

(*See page 5)
We have a fine stock of 4/4 No. 1 Com. Plain White
Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY,
Manufacturer, Poplar Bluff, MISSOURI

We carry a complete stock of plain and quartered
Red and White Oak in all specifications. Our facilities
for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston,
Memphis, Tenn. Manufacturer MISSOURI

(*See page 1)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and
Veneers
Greencastle, Ind.

(*See page 12)
We have to offer at present 1 car 4/4 FAS Quartered
White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red
Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 50)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 41)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood
Lumber
Marianna, Arkansas

(*See page 50)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White
Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia
Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 10)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 8)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 12)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and
Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken
Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and
12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4
in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak
and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See pages 11-41)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill:
GREENSBURG, IND. JACKSON, TENN
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered
Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 10)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak
also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern
band mills.
THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 26)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park
Place, Ark. Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blisleville, ARKANSAS

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO.,
Manufacturer, Nashville
Everything in lumber TENNESSEE

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

A & B—
If you want Sound, Soft Textured White & Red Oak,
both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO.,
Manufacturers, Cincinnati OHIO

The Band Mill, Planing Mill and Dry Kiln
of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded
in cars.
CLAY LUMBER COMPANY,
Manufacturer, Middle Fork, W. VA.

All stock graded up to quality—kneeked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize
in this, the best of American hardwoods. Our prices,
grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority
in such matters, have agreed to change the
book name of Northern red oak from *quercus*
rubra to *quercus borealis*.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in
West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Heming Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

(*See page 16)
Kentucky Soft Texture White Oak, Red Oak and
Poplar. High-class, sound, square edged White Oak
Timbers, 10x18 ft.
AMERICAN LBR. & MFG. CO., Pittsburgh,
Manufacturer and Wholesaler PENNSYLVANIA

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

*All Lumber Manufacturers
Are Invited to Attend the*

JOINT MEETING

of

The American
Hardwood Manufacturers'
Association

and

The Hardwood
Manufacturers' Association
of the United States

*Seelbach Hotel, Louisville, Ky.
December 17th and 18th, 1918*

*Make Your Reservations at Once at One of the Following Hotels
SEELBACH, WATTERSON, TYLER, LOUISVILLE-OLD INN, GALT HOUSE.*

LOUISVILLE LUMBER MANUFACTURERS

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Evergreen Magnolia

Botanists know this tree as *Magnolia foetida*, a name due to the disagreeable odor of the flowers which look nicer than they smell.

The wood of few trees shows greater difference in quality. Some of it cannot be praised too highly, while other has serious faults, and both kinds may come from the same log. Hard streaks and black color may be encountered immediately adjacent to the choicest stock. The streaks dull tools quickly and do not look well in dressed surfaces.

Such faults as these are more than atoned by the excellent quality of other parts of the trunk. Therefore, it is necessary to select the wood carefully for the use intended. Some of it might pass for yellow poplar, and the sapwood of some trees is nearly as white as holly. Parts of the heart are as dark as persimmon, or nearly black in extreme cases. These differences make the wood interesting.

Recently some of the carefully selected stock has been put on the market as Louisiana yellow or swamp mahogany. Of course, it is well known that no mahogany grows in Louisiana, or anything nearer akin to it than the China tree; but the so-called yellow mahogany had the market guessing as to what it was. The carefully selected stock possesses a beautiful yellow color; not a deep yellow, but a pale and delicate tint that shows to excellent advantage when the surface is planed and polished. It might almost pass for *prima vera*.

The largest use of magnolia is for boxes and crates, followed by furniture, doors, tobacco boxes, office fixtures, vehicles, and brush backs. More than 6,000,000 feet a year go to factories.

MEMPHIS



PLAIN WHITE OAK

15,000' 1 1/4 1st & 2nds
50,000' 4/4 No. 1 Com.
20,000' 1 1/4 No. 2 Com.
50,000' 5/4 No. 1 Com.
12,000' 5/4 No. 2 Com.
18,000' 6/4 No. 2 Com.

PLAIN RED OAK

30,000' 4/4 1st & 2nds
70,000' 4/4 No. 1 Com.
10,000' 4/4 No. 2 Com.

PLAIN MIXED OAK

40,000' 4/4 Sound Wormy
60,000' 4/4 No. 3 Com.
30,000' 6/4 No. 3 Com.

QUARTERED RED GUM

200,000' 8/4 No. 1 Com. & Btr.
30,000' 4/4 No. 1 Com.

QUARTERED SAP GUM

150,000' 8/4 No. 1 Com. & Btr.

PLAIN RED GUM

50,000' 1 1/4 1st & 2nds
15,000' 4/4 No. 1 Com.
30,000' 6/4 No. 1 Com.

SAP GUM

50,000' Wide Box Boards
30,000' Narrow Box Boards
200,000' 4/4 1st & 2nds
250,000' 4/4 Nos. 1 & 2 Com.
100,000' 5/4 1st & 2nds
110,000' 5/4 Nos. 1 & 2 Com.
50,000' 6/4 1st & 2nds
95,000' 6/4 Nos. 1 & 2 Com.

MISCELLANEOUS

75,000' 6/4 No. 1 Com. & Btr. Elm
25,000' 6/4 Nos. 2 & 3 Com. Elm
15,000' 1/4 Log Run Locust
45,000' 4/4 Log Run Sycamore
30,000' 1 1/4 to 1 1/2" Cottonwood
15,000' 8/4 & 10/4 Shop & Btr.
Cypress

SAP GUM

5 cars 1" FAS
3 cars 5/4" FAS
5 cars 6/4" FAS
7 cars 4/4" Box Boards, 9 to 12
12 cars 4/4" 13 to 17" Box Boards

RED GUM

5 cars 13/17" FAS
2 cars 5/4" FAS
2 cars 6/4" FAS
5 cars 4/4" No. 1 Com.
1 car 5/4" No. 1 Com.
3 cars 6/4" No. 1 Com.

QUARTERED SAP GUM

4 cars 8/4" No. 1 Com. & Btr.
2 cars 10/4" No. 1 Com. & Btr.
2 cars 12/4" No. 1 Com. & Btr.

PLAIN RED OAK

5 cars 4/4" FAS
1 car 5/4" FAS
1 car 6/4" FAS
3 cars 4/4" No. 1 Com.
2 cars 5/4" No. 1 Com.
6 cars 4/4" No. 2 Com.
1 car 5/4" No. 2 Com.

PLAIN WHITE OAK

10 cars 4/4" No. 1 Com. & Btr.
3 cars 5/4" No. 1 Com. & Btr.
2 cars 6/4" No. 1 Com. & Btr.
3 cars 4/4" No. 2 Com.
1 car 6/4" No. 3 Com.
10 cars 6/4" No. 3 Com.

ELM

4 cars 5/4" Log Run
2 cars 6/4" Log Run
2 cars 8/4" Log Run
2 cars 10/4" Log Run
4 cars 12/4" Log Run

BROWN & HACKNEY, Inc.

Regular Widths and Lengths

ELM

100,000' 12/4" Log Run

PLAIN RED GUM

200,000' 4/4" No. 1 Com. & Btr.
17,000' 6/4" No. 1 Com. & Btr.

QUARTERED RED GUM

200,000' 4/4" No. 1 Com. & Btr.
30,000' 6/4" No. 1 Com. & Btr.

SAP GUM

50,000' 5/8" Log Run
150,000' 4/4" No. 1 Com. & Btr.
60,000' 4/4" Box Bds., 9 to 12"
100,000' 4/4" Box Bds., 13 to 17"
30,000' 4/4" FAS, 13" & up

PLAIN WHITE OAK

15,000' 5/4" No. 1 Com. & Btr.

PLAIN RED OAK

15,000' 4/4" FAS, 8 to 10'

Ferguson & Palmer Co.

This Stock Is Dry and Runs in Regular Widths and Lengths

ASH

50,000' 4/4" No. 1 Com. & Btr.
230,000' 8/4" No. 1 Com. & Btr.
3,000' 10/4" No. 1 Com. & Btr.
9,000' 12/4" No. 1 Com. & Btr.
75,000' 4/4" No. 2 Com.
30,000' 12/4" Log Run

MAPLE

30,000' 12/4" Log Run
10,000' 8/4" Log Run

PLAIN RED GUM

15,000' 4/4" FAS
350,000' 4/4" No. 1 Com.

QUARTERED RED GUM

40,000' 4/4" No. 1 Com.

CYPRESS

40,000' 4/4" Log Run
6,000' 5/4" Log Run
3,000' 6/4" Log Run
9,000' 6/4" Log Run

HONEY LOCUST

10,000' 4/4" Log Run

SAP GUM

20,000' 4/4" FAS
66,000' 4/4" No. 1 Com.
214,000' 4/4" No. 2 Com.
100,000' 4/4" No. 3 Com.
30,000' 4/4" Box Boards, 8 to 12"
40,000' 4/4" Box Boards, 13 to 18"
18,000' 5/4" FAS
105,000' 5/4" No. 1 Com.
10,000' 6/4" FAS
15,000' 6/4" No. 1 Com.

PLAIN WHITE OAK

25,000' 5/4" No. 1 Com. & Btr.
65,000' 6/4" No. 1 Com. & Btr.
23,000' 8/4" No. 1 Com. & Btr.
66,000' 12/4" No. 1 Com. & Btr.

PLAIN RED OAK

125,000' 5/4" No. 1 Com. & Btr.
100,000' 6/4" No. 1 Com. & Btr.

PENROD-JURDEN & McCOWEN, Inc.

ASH

19,000' 8/4" to 16/4" Select Aero-plane
61,000' 5/4" 1s & 2s
13,000' 6/4" 1s & 2s
85,000' 8/4" 1s & 2s
42,000' 10/4" 1s & 2s
21,000' 12/4" 1s & 2s
13,000' 16/4" 1s & 2s
16,000' 8/4" 1s & 2s, 10" up
20,000' 10/4" 1s & 2s, 10" up
12,000' 12/4" 1s & 2s, 10" up
15,000' 16/4" 1s & 2s, 12" up
42,000' 5/4" No. 1 Com.

15,000' 6/4" No. 1 Com.

119,000' 8/4" No. 1 Com.

11,000' 10/4" No. 1 Com.

12,000' 12/4" No. 1 Com.

10,000' 5/4" Select No. 1 Com.

10,000' 6/4" Select No. 1 Com.

29,000' 8/4" Select No. 1 Com.

18,000' 5/4x3 1/2 to 5 1/2", 1 Face Clear Strips

13,000' 8/4x3" up, 1 Face Clear Shorts

16,000' 12/4x3" up, 1 Face Clear Shorts

12,000' 5/4" Sound Wormy

Thompson-Katz Lumber Co.

ASH

17,000' 1" No. 1 Com.
13,500' 1 1/2" No. 1 Com.
12,500' 2" No. 1 Com.
8,000' 2" No. 2 Com.

SAP GUM

35,700' 1x13-17" Box Boards
24,500' 1x8-12" Box Boards
87,500' 1" FAS
46,500' 1" No. 1 Com.
48,000' 1" No. 2 Com.

PLAIN RED GUM

11,500' 1" FAS
46,400' 1" No. 1 Com.
6,000' 1 1/2" Dog Boards
9,000' 2" Dog Boards

QUARTERED RED GUM

40,800' 2" FAS

14,500' 2" No. 1 Com.

14,000' 1 1/2" Com. & Btr.

QUARTERED BLACK GUM

12,000' 1" FAS

4,500' 1 1/2" Com. & Btr.

PLAIN OAK

150,000' 1" No. 2 Com. & Btr.
110,000' No. 3 Com.
60,000' 1 1/2" No. 2 Com. & Btr.
55,000' 1 1/2" No. 2 Com. & Btr.
75,000' No. 2 Com. & Btr.
110,000' 2 1/2" No. 2 Com. & Btr.
77,000' 3" No. 2 Com. & Btr.
40,000' 4" No. 2 Com. & Btr.

POPLAR

30,000' 1" Nos. 1 & 2 Com.
24,000' 1 1/2" Nos. 1 & 2 Com.
10,000' 1 1/2" Nos. 1 & 2 Com.
30,000' 2" No. 2 Com.

Goodlander-Robertson Lumber Co.

SAP GUM

35,000' 4/4" Panel, 18" & up
100,000' 4/4" Box Boards, 13 to 17"
200,000' 4/4" Box Boards, 7 to 12"
100,000' 4/4" FAS, 13 to 17"
150,000' 4/4" FAS, 6 to 12"
200,000' 4/4" No. 1 Com.
25,000' 5/4" No. 1 Com.
150,000' 6/4" No. 1 Com.
25,000' 8/4" No. 1 Com.

SELECTED RED GUM

250,000' 4/4" FAS
300,000' 4/4" No. 1 Com.
25,000' 5/4" FAS
50,000' 5/4" No. 1 Com.
60,000' 6/4" FAS
150,000' 6/4" No. 1 Com.
40,000' 8/4" No. 1 Com.

QUARTERED RED GUM

100,000' 4/4" FAS
150,000' 4/4" No. 1 Com.

15,000' 5/4" FAS

40,000' 5/4" No. 1 Com.

15,000' 6/4" FAS

20,000' 6/4" No. 1 Com.

50,000' 8/4" Com. & Btr.

50,000' 10/4" Com. & Btr.

30,000' 12/4" Com. & Btr.

SOFT ELM

150,000' 4/4" Log Run
20,000' 5/4" Log Run
200,000' 8/4" Log Run
75,000' 10/4" Log Run
60,000' 12/4" Log Run

SOFT MAPLE

20,000' 4/4" Log Run
35,000' 6/4" Log Run
50,000' 8/4" Log Run
25,000' 10/4" Log Run

PECAN

35,000' 8/4" Log Run

GEO. C. BROWN & CO.

PEACE

We must now turn our attention to PEACE TIME PURSUITS, and, no doubt you will soon be in the market for lumber for the manufacture of your regular line.

We will consider it a privilege to quote you for your requirements in Southern Hardwoods.

WRITE OR WIRE US

MEMPHIS BAND MILL CO.

MEMPHIS

Regular Widths and Lengths, 8 Months Dry

SAP GUM

225,000' 1 1/4" FAS
120,000' 1 1/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
135,000' 4 1/4" Box Boards, 9 to 12"
110,000' 4/4" Box Boards, 13 to 17"

QUARTERED RED GUM

25,000' 4/4" FAS
13,000' 5/4" FAS
15,500' 6/4" FAS
27,000' 8/4" FAS
16,000' 4/4" No. 1 Com.
7,900' 5/4" No. 1 Com.
1,000' 6/4" No. 1 Com.
5,000' 8/4" No. 1 Com.

PLAIN RED GUM

170,000' 4/4" FAS
25,000' 5/4" FAS

4,000' 8/4" FAS
137,000' 4/4" No. 1 Com.
15,000' 5/4" No. 1 Com.
3,000' 8/4" No. 1 Com.

COTTO WOOD

50,000' 4/4" FAS
70,000' 4/4" Box Boards, 9 to 12"
15,000' 4/4" Box Boards, 13 to 17"
PLAIN WHITE AND RED OAK
5,000' 4/4" FAS
12,000' 5/4" FAS
5,000' 8/4" FAS
44,000' 10 1/4" FAS
30,000' 12/4" FAS
21,000' 4/4" FAS
15,000' 5/4" FAS
12,000' 8/4" FAS
6,000' 10 1/4" FAS
2,000' 12 1/4" FAS

BROWN LAND & LUMBER CO.

DRY ASH

38,000' 4/4" FAS, 10-12", 8-16"
10,000' 6/4" FAS, 10-12", 8-16"
15,000' 8/4" FAS, 10-12", 8-16"
28,500' 12/4" FAS, 12" up, 8-16"
11,500' 16/4" FAS, 12" up, 8-16"
12,500' 4/4" No. 1 Com., 10" up, 8-16"
79,000' 6/4" No. 1 Com., 10" up, 8-16"
45,000' 5/4" FAS, 6-9", 8-10"
24,000' 5/4" FAS, 6-9", 8-16"
12,000' 8/4" FAS, 6-9", 8-10"
120,000' 8/4" FAS, 6-9", 8-16"
150,000' 12/4" FAS, 6" up, 8-16"
18,500' 16/4" FAS, 6" up, 8-16"
17,500' 20/4" FAS, 6" up, 8-16"

10,500' 6/12" 1 1/4" 16 1/4" Appl. plus
(Regular Widths and Lengths)
7,000' 4/4" No. 1 Com.
15,500' 5/4" No. 1 Com.
7,400' 6/4" No. 1 Com.
50,000' 8/4" No. 1 Com.
10,000' 10/4" No. 1 Com.
1,000' 1 1/4" Strip
6,000' 4/4" STRIPS, 2 1/2" 5 1/2"
15,000' 5/4" STRIPS, 2 1/2" 5 1/2"
15,500' 6/4" STRIPS, 2 1/2" 5 1/2"
17,500' 8/4" STRIPS, 2 1/2" 5 1/2"
1,000' 8/4" No. 1 Com.
11,500' 12/4" No. 2 Com.

MAPLE

15,000' 12 1/4" Log Run

DUDLEY LUMBER CO., Inc.

ASH

1/2 car 4/4" Com. & Btr.
1/2 car 5/4" Com. & Btr.
CYPRESS
50,000' 4/4" Shop & Btr.
40,000' 5/4" Shop & Btr.
18,000' 8/4" Shop & Btr.
6,000' 12/4" Shop & Btr.

ELM

12,000' 5/4" Log Run
11,000' 16/4" No. 1 Com. & Btr.
RED GUM
15,000' 4/4" Com. & Btr.
25,000' 5/4" Com. & Btr.
25,000' 6/4" Com. & Btr.

SAP GUM

255,000' 4/4" Com. & Btr.
290,000' 5/4" Com. & Btr.
40,000' 6/4" Com. & Btr.

QUARTERED RED GUM

1 car 4/4" Box Boards, 13 to 17"

QUARTERED RED GUM

10,000' 8/4" Com. & Btr.

MAPLE

25,000' 8/4" Log Run
PLAIN WHITE OAK
6,000' 8/4" FAS
9,000' 12/4" Com. & Btr.

PLAIN RED OAK

7,000' 4/4" Com. & Btr.
3,000' 5/4" FAS
5,000' 6/4" FAS
4,000' 8/4" FAS
45,000' 4/4" No. 1 Com.
9,000' 4/4" No. 1 Com.
57,000' 5/4" Log Run
33,000' 8/4" Log Run

POPLAR

15,000' 5/4" Com. & Btr.
50,000' 8/4" Com. & Btr.
7,500' 5/4" No. 2 Com.
12,000' 6/4" No. 2 Com.
60,000' 8/4" No. 2 Com.
11,000' 10/4" Nos. 1 & 2 Com.
11,000' 12/4" Nos. 1 & 2 Com.

WELSH LUMBER COMPANY

QUARTERED WHITE OAK

15,000' 4/4" Select.
29,000' 3/8" No. 1 Com.

QUARTERED RED OAK

13,000' 4/4" No. 1 Com.
8,000' 5/4" No. 1 Com.
8,000' 4/4" No. 2 Com.

PLAIN RED OAK

43,000' 4/4" FAS
27,000' 5/4" FAS
8,000' 6/4" FAS
8,000' 8/8" No. 1 Com.
198,000' 4/4" No. 1 Com.
85,000' 6/4" No. 1 Com.
76,000' 4/4" No. 2 Com.
150,000' 4/4" No. 3 Com.
12,000' 12/4" FAS
50,000' 12/4" No. 1 Com.

ELM

18,000' 4/4" Log Run.
71,000' 6/4" Log Run.
63,000' 8/4" Log Run.

Stimson Veneer & Lbr. Co.

QUARTERED RED GUM

329,000' 12/4" Log Run.
157,000' 16/4" Log Run.

COTTONWOOD

150,000' 4/4" No. 1 and No. 2 Com.
12,000' 4/4" No. 1 Com., 12" up.

ASH

13,000' 4/4" No. 2 Com. & Btr.
16,000' 8/4" No. 2 Com. & Btr.
39,000' 6/4" No. 3 Com.

MAPLE

14,000' 16/4" Log Run.

QUARTERED SYCAMORE

13,000' 4/4" FAS

HICKORY

16,000' 8/4" No. 2 & Btr.
15,000' 12/4" No. 2 & Btr.

QUARTERED SYCAMORE

14,000' 4/4" Log Run

CYPRESS

23,000' 8/4" Selects.
20,000' 12/4" Selects.
80,000' 4/4" Shop.
125,000' 8/4" Shop.

Paepcke Leicht Lumber Co.

Manufacturers

Southern Hardwoods

SPECIALTIES.
Cottonwood.
Red and Sap Gum.
Red and White Oak.
Cypress, Elm.

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices

CONWAY BUILDING

CHICAGO, ILL.

This Stock Is Dry and Runs in Regular Widths and Lengths

FUM

1 car 8 1/4" Log Run
1 car 12/4" Log Run
1 car 16/4" Log Run

BLACK GUM

1 car 4/4" Log Run

PLAIN RED GUM

1 car 5/4" No. 1 Com.

QUARTERED RED GUM

1 car 5/4" No. 1 Com.
1 car 6/4" No. 1 Com.
1 car 8/4" FAS

1 car 8/4" No. 1 Com.

SAP GUM

1 car 4/4" FAS, 13" wide
1 car 4/4" Box Bds., 9 to 12" wide
1 car 4/4" Box Bds., 13 to 17" wide

PLAIN RED OAK

1 car 4/4" FAS
1 car 5/4" FAS

SOUND WORMY OAK

1 car 4/4" Com. & Btr.

QUARTERED WHITE OAK

1 car 4/4" No. 1 Com.

The Mossman Lumber Co.

Regular Widths and Lengths

COTTONWOOD

50,000' 8 1/4" 1s & 2s, 8 mo. dry
10,000' 12/4" 1s & 2s, 8 mo. dry
12,000' 4/4" Box Boards, 8-12", 9 mo. dry

200,000' 4/4" No. 1 Com., 6 mo. dry
50,000' 4/4" No. 2 Com., 6 mo. dry

RED GUM

25,000' 4/4" 1s & 2s, 8 mo. dry
12,000' 4/4" 1s & 2s, 10 1/2", 12 mo. dry
50,000' 4/4" No. 1 Com., 8 mo. dry
15,000' 6/4" 1s & 2s, 13 mo. dry
30,000' 6/4" No. 1 Com., 13 mo. dry

SAP GUM

12,000' 4/4" Box Boards, 8-12", 10 mo. dry
40,000' 4/4" Box Boards, 13-17", 10 mo. dry

200,000' 4/4" Nos. 1 & 2 Com., 6 mo. dry

50,000' 5/4" 1s & 2s, 7 mo. dry
50,000' 6/4" 1s & 2s, 13 mo. dry
50,000' 6/4" Nos. 1 & 2 Com., 13 mo. dry

SOFT ELM

75,000' 4/4" No. 2 Com. & Btr., 6 mo. dry
75,000' 6/4" No. 2 Com. & Btr., 8 mo. dry
15,000' 8/4" No. 2 Com. & Btr., 8 mo. dry

30,000' 12/4" No. 2 Com. & Btr., 13 mo. dry

SYCAMORE

9,000' 10/4" No. 2 Com. & Btr., 12 mo. dry

GEO. C. EHEMANN & CO.

Regular Widths and Lengths; Dry

SAP GUM

75,000' 4/4" FAS
50,000' 4/4" FAS, 13" & up
100,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.

15,000' 5/4" FAS
30,000' 5/4" No. 1 Com.

38,000' 6/4" FAS
42,000' 6/4" No. 1 Com.

25,000' 6/4" No. 2 Com.
30,000' 8/4" FAS

22,000' 8/4" No. 1 Com.

RED GUM

70,000' 4/4" FAS
150,000' 4/4" No. 1 Com.

25,000' 5/4" FAS
18,000' 6/4" No. 1 Com.

20,000' 6/4" No. 1 Com.

GUM

60,000' 4/4" Box Bds., 13-17"
33,000' 1 1/4" Box Bds., 9-12"

QUARTERED RED GUM

12,000' 1 1/4" FAS

QUARTERED GUM

(Sap No. Defect)

75,000' 6/4" FAS

75,000' 6/4" No. 1 Com.

COTTONWOOD

15,000' 4/4" FAS, 16" & up

15,000' 4/4" FAS, 6-12"

50,000' 4/4" No. 1 Com.

100,000' 4/4" No. 1 Com., 13" & up

100,000' 5/4" Nos. 1 & 2 Com.

RED OAK

15,000' 4/4" FAS

100,000' 4/4" No. 1 Com.

100,000' 4/4" No. 2 Com.

WHITE OAK

15,000' 4/4" FAS

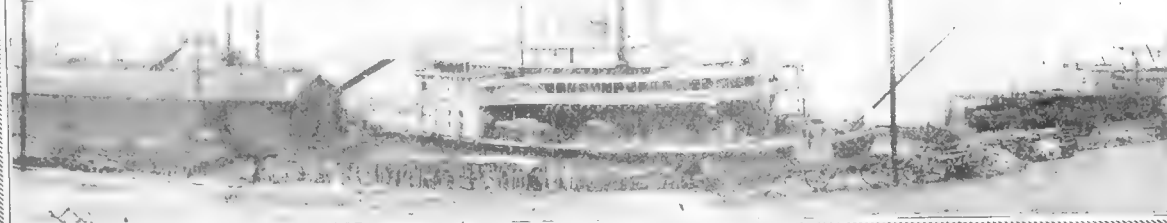
75,000' 4/4" No. 1 Com.

75,000' 4/4" No. 2 Com.

30,000' 8/4" No. 1 Com.

THANE LUMBER CO.

MEMPHIS



PLAIN RED OAK
200,000' 5/4" Com. & Btr.
200,000' 6 1/2" Com. & Btr.
20,000' 8 1/2" Com. & Btr.
20,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
PLAIN WHITE OAK
75,000' 6/4" Common
125,000' 8/4" Common
15,000' 12/4" Common
QUARTERED WHITE OAK
50,000' 4/4" FAS
50,000' 6 1/2" FAS
50,000' 4/4" Common
50,000' 6/4" Common
ASH
50,000' 12/4" Com. & Btr.
200,000' 5/4" Common
ELM
200,000' 8/4" Log Run
25,000' 10/4" Log Run
50,000' 12/4" Log Run

PLAIN RED GUM
150,000' 4/4" Com. & Btr.
250,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
QUARTERED SAP GUM
200,000' 6 1/2" Com. & Btr.
150,000' 8/4" Com. & Btr.
100,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
QUARTERED RED GUM
200,000' 6/4" Com. & Btr.
150,000' 8/4" Com. & Btr.
PLAIN SAP GUM
150,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
150,000' 4/4" Common
200,000' 8/4" Com. & Btr.
600,000' 4/4" No. 2 Com.
125,000' 5/4" No. 2 Com.
GUM
150,000' Wide Box Boards
100,000' Narrow Box Boards

QUARTERED RED GUM
4 1/2" Common and Better
5 1/2" Common and Better
6 1/4" Common and Better
8 1/4" Common and Better
10 1/4" Common and Better
12 1/4" Common and Better
PLAIN RED GUM
4 1/4" to 6 1/4" Common and Better
QUARTERED UNSELECTED GUM
4 1/4" to 12 1/4" Common and Better
PLAIN SAP GUM
4 1/4" Common and Better
5 1/4" Common and Better
6 1/4" Common and Better
4 1/4" to 8 1/4" No. 2 Common
QUARTERED WHITE OAK
4 1/4" Common and Better
6 1/4" Common and Better
8 1/4" Common and Better

QUARTERED RED OAK
4 1/4" to 6 1/4" Common and Better
PLAIN OAK
4 1/4" to 16 1/4" Common and Better
ELM
6 1/4" to 12 1/4" Log Run
ASH
5 1/4" Common and Better
6 1/4" Common and Better
8 1/4" FAS
CYPRESS
4 1/4" to 8 1/4" Log Run
COTTONWOOD
4 1/4" Log Run
TUPELO
4 1/4" Log Run

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM
200,000' 5/8" No. 1 Com. & Btr.
45,000' 4/4" Box Bds., 13 to 17"
60,000' 4/4" Box Bds., 9 to 12"
90,000' 4/4" 1&2, 13 to 17"
150,000' 4/4" 1&2, 6 to 12"
150,000' 4/4" No. 1 Com.
250,000' 4/4" No. 2 Com.
250,000' 5/4" Nos. 1 & 2 Com.
QUARTERED SAP GUM
200,000' 8/4" No. 1 Com. & Btr.
PLAIN RED GUM
100,000' 5/8" No. 1 Com.
75,000' 4/4" 1&2
30,000' 5/4" No. 1 Com.
15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM
150,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com. & Btr.
15,000' 6/4" No. 1 Com. & Btr.

75,000' 8/4" No. 1 Com. & Btr.
SOFT MAPLE
40,000' 8/4" Log Run
30,000' 10/4" No. 1 Com. & Btr.
PLAIN RED OAK
15,000' 4/4" 1&2
50,000' 5/4" 1&2
50,000' 5/4" No. 1 Com.
30,000' 6/4" No. 1 Com.
30,000' 4/4" No. 2 Com.
45,000' 6/4" No. 1 Com.
45,000' 10/4" No. 1 Com. & Btr.
PLAIN WHITE OAK
75,000' 4/4" No. 1 Com. & Btr.
30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.
SOFT ELM
75,000' 6/4" Log Run
45,000' 12/4" Log Run
50,000' 10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
30,000' Box Bds., 1x9" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

SAP GUM
100,000' FAS, 4/4"
50,000' FAS, 5/4"
70,000' FAS, 6/4"
PLAIN RED GUM
150,000' FAS, 4/4"
10,000' FAS, 5/4"
10,000' FAS, 6/4"
200,000' No. 1 Com., 4/4"
65,000' No. 1 Com., 5/4"
20,000' No. 1 Com., 6/4"
QUARTERED RED GUM
60,000' No. 1 Com. & Btr., 4/4"
80,000' No. 1 Com. & Btr., 5/4"
60,000' No. 1 Com. & Btr., 6/4"
25,000' FAS, 8/4"
90,000' No. 1 Com., 8/4"

SAP, NO DEFECT
100,000' No. 1 Com. & Btr., 8/4"
COTTONWOOD
110,000' No. 1 & Panel, 4/4-18" up.
CYPRESS
40,000' FAS, 8/4"
20,000' Selects, 4/4"
40,000' Selects, 5/4"
40,000' Selects, 6/4"
75,000' Selects, 8/4"
30,000' Shop & Btr., 10/4"
70,000' Shop & Btr., 12/4"
60,000' No. 1 Shop, 4/4"
70,000' No. 1 Shop, 5/4"
50,000' No. 1 Shop, 6/4"
25,000' No. 1 Shop, 8/4"
27,000' No. 1 Shop, 12/4"
200,000' Pecky, 4/4"
22,000' Pecky, 5/4"
20,000' Pecky, 6/4"
23,000' Pecky, 8/4"

ANDERSON-TULLY CO.

The Kraetzer-Cured Lumber Co.

All Stock Runs Regular Widths and Lengths

ASH
70,000' 1 1/2" No. 1 Com.
ELM
45,000' 6/4" No. 2 Com. & Btr.
100,000' 12/4" No. 2 Com. & Btr.
RED GUM
20,000' 5/8" FAS.
25,000' 5/4" FAS.
30,000' 6/4" FAS.
65,000' 5/8" No. 1 Com.
42,000' 3/8" No. 1 Com.
500,000' 4/4" No. 1 Com.
70,000' 5/4" No. 1 Com.
17,000' 6/4" No. 1 Com.
10,000' 8/4" No. 1 Com.
SAP GUM
70,000' 1 1/2" FAS.
100,000' 5/8" FAS.
50,000' 4/4" FAS.
14,000' 3/4" FAS.
100,000' 4/4" Box Boards, 13 to 17".
15,000' S2S to 13/16" Box Boards
13 to 17".
16,000' 1 1/2" No. 1 Com.
15,000' 5/8" No. 1 Com.
100,000' 4/4" No. 1 Com.
CYPRESS
37,000' 4/4" 1s & 2s.
40,000' 4/4" Selects.
45,000' 4/4" Shop.
TUPELO
40,000' 4/4" 1s & 2s.
15,000' 4/4" Box Boards 13 to 17".
HICKORY
20,000' 6/4" No. 3 Com.
OAK
140,000' 4/4" Sound Wormy.
60,000' 4/4" No. 3 Com.
50,000' 8/4" No. 3 Com.
PLAIN OAK
10,000' 2 3/4" Com. & Btr.

RUSSE & BURGESS, Inc., Memphis, Tenn.

KILN-DRIED LUMBER

Our dry kiln capacity of 200,000 feet per month is at your service

and

8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

QUARTERED RED GUM
51,000' 4/4" FAS
210,000' 4/4" No. 1 Com.
30,000' 5/4" FAS
255,000' 5/4" No. 1 Com.
1,500' 6/4" FAS
55,000' 6/4" No. 1 Com.
10,000' 8 1/2" FAS
19,800' 8 1/2" No. 1 Com.
15,000' 10 1/2" FAS
8,500' 10/4" No. 1 Com.
8,500' 12/4" FAS
PLAIN RED GUM
50,000' 4/4" FAS
47,000' 4/4" No. 1 Com.
39,500' 5/4" FAS

142,000' 5/4" No. 1 Com.
16,000' 6/4" FAS
20,000' 6/4" No. 1 Com.
26,500' 8/4" No. 1 Com.
PLAIN SAP GUM
44,000' Box Boards, 9 to 12"
213,000' 4 1/2" FAS, 6 to 12"
59,000' 4/4" FAS, 13" & up
100,000' 4/4" No. 1 Com.
149,000' 4 1/2" No. 2 Com.
72,000' 5/4" FAS
230,000' 5/4" No. 1 Com.
375,000' 5/4" No. 2 Com.
14,000' 5/4" No. 3 Com.
6,000' 6 1/2" FAS
15,000' 6/4" No. 1 Com.

BELLGRADE LUMBER CO.

THE APPRECIATED GIFT



YOU send holiday remembrances to your trade to express appreciation of cordial business relations.

Isn't the expressiveness of such a gift dependent upon its character, its originality, its very **difference** which stamps it as a tangible token of your real desire to please?

Could that desire be more sincerely expressed than to make your gift have the form of something of definite value and exclusive usefulness?

Wouldn't it be wise for you to send a copy of

American Forest Trees

a strongly-bound, finely printed exposition of every commercial type of American forest growth?

Written by lumbermen for lumbermen (in the lumbermen's language) this book has, withal, been pronounced by the highest experts as totally above criticism as far as its accuracy and dependability are concerned.

Send your lists and we will check carefully to avoid duplication.

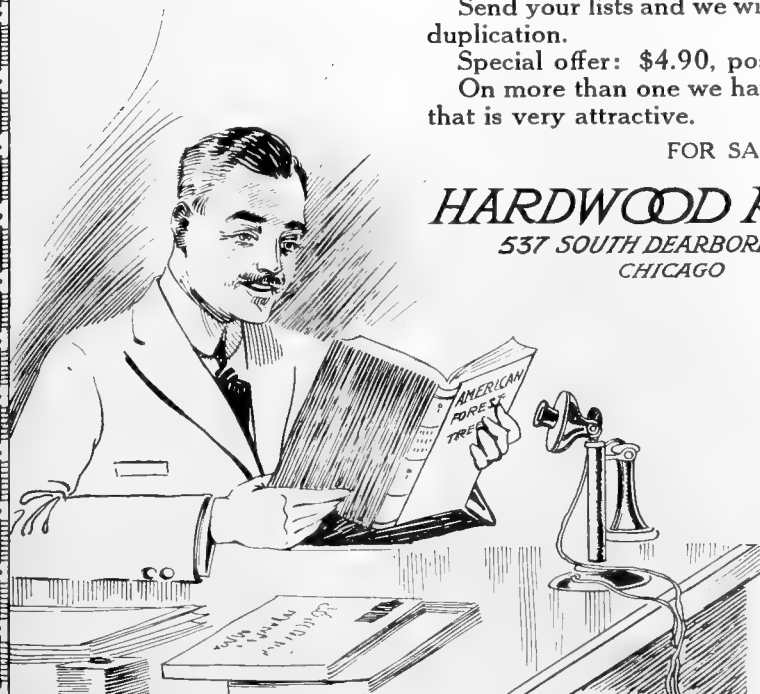
Special offer: \$4.90, postage prepaid.

On more than one we have a sliding scale of price that is very attractive.

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HARDWOOD RECORD

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CHICAGO



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

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FISHER BLDG.

DETROIT, MICH.
FORD BLDG.

Do you realize that you
can make more money and
at the same time have bet-
ter satisfied customers by
using

TUPELO

We have ready for imme-
diate shipment, five cars of
4-4 F.A.S. Tupelo.

WRITE TO US
and learn more about
TUPELO

P. J. Lawrence Lumber Co.

SYNDICATE TRUST BUILDING

ST. LOUIS, MO.

REFORM, ALA.

MESSLER, MO.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and
Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY



Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	15
A Census of Standing Timber.....	15-16
Largely a Matter of Faith.....	16
Developing Water Power.....	16

SPECIAL ARTICLES:

Important Announcements from Washington.....	17-18
Calculating the Profits.....	18-19
Government Will Sell Ships.....	21
Lumbermen's Round Table.....	23
Wrecking with Saws on Wheels.....	24
Beech and Maple Flooring Compared.....	24 and 33
Showing the Consumer.....	31
Pertinent Legal Findings.....	33
Winning by Hard Work.....	34

CLUBS AND ASSOCIATIONS:

The Reconstruction Conference.....	19-21
Louisville Meeting Will Be Record-Breaker.....	21
Hardwood Men Thirtieth Annual.....	22
The National Veneer Meeting.....	25, 26 and 28
Miscellaneous.....	36-37

WITH THE TRADE

PERTINENT INFORMATION.....	37-40
HARDWOOD NEWS.....	41-45
HARDWOOD MARKETS.....	45-47
ADVERTISERS' DIRECTORY.....	49
CLASSIFIED ADVERTISEMENTS.....	50-51
HARDWOODS FOR SALE.....	51-53

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Don't have to make claims on our shipments. We keep the doubtful boards.

SATISFY YOURSELF

Your inspector, your shop foreman, with the uniformly high grades of our perfectly manufactured stock.

Oak, Gum, Ash, Elm, Cottonwood, Hickory

EVERYTHING IN SOUTHERN HARDWOODS

Tell us to quote you. Then wire us to ship.

Beaumont Lumber Co.

BEAUMONT, TEXAS



Hardwood Record

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No. 4



Review and Outlook



General Market Conditions

ANY REPORT ON THE GENERAL HARDWOOD SITUATION today would be a close duplication of similar reports for the last month. The same causes and effects hold with a little more emphasis on the strength of the hardwood situation than existed two weeks ago. The high spots are seen in the mental attitude of the man who sells and the man who buys. Economic and physical influences are not affecting the situation so much today as is what the buyer and the seller thinks.

Summarizing the psychology of the situation, it appears that the manufacturers of lumber and veneers have more confidence today than they did two weeks ago and in spite of the fact that stock is being sold at below list prices. Purveyors of lumber have reached the point where they are quite willing to keep always in touch with buyers and to continue their canvasses and solicitations, realizing that it is good policy to do so. However, they are becoming more and more convinced of the futility of attempting to force the market and increasingly confident of a wonderful future ahead of them.

There is a good deal of stock being bought, although far less than normally. However, a close analysis of records would without question show that the bulk of orders has been placed where the stock is actually needed and where the question of price is not predominant. In fact, there is a total absence of any record of sales having been accomplished where the incentive to buy was nothing stronger than a question of low price. It is an absolute fact that radical cuts in price lists are not getting business and will not get it. The buying trade is not yet in position to know just what it wants, as a large part of the woodworking trade was made over to war work and has not yet determined what its needs will be for commercial purposes.

Thus manufacturers of trim and other supplies for construction purposes have not yet gotten even started. It is, nevertheless, an absolutely safe prophecy that there will be a deluge of building as winter breaks up. There is every natural and economic reason why this should be. When the period of heavy demand from all woodworking sources then meets the short supply which is inevitable, any little falling off in prices which has occurred will be quickly absorbed. The only cause which may keep prices on a downward trend would be a gradually lower wage scale and lower cost of operation, and there does not seem any likelihood of this coming about. Surely, one cannot anticipate with any degree of hope that timber and log values will be less, and with the combination of high labor and high raw material decreased operating cost is impossible.

A Census of Standing Timber

A MOVEMENT IS UNDER WAY to take a census of the standing timber of the United States. The movement has not yet advanced much beyond the resolution stage. The massmeeting of lumbermen which was held in Chicago, November 22, passed a resolution advocating such a census, and the announcement was made at that time that the National Lumber Manufacturers' Association would assist if the work were undertaken. The regular decennial census will be taken next year, and it is presumed that the timber count will be made a part of that census, if the plan is carried out.

This will not be the first attempt at a timber census in this country. A dozen or more years ago the Bureau of Corporations, apparently having a vague glimmer of an idea that something of the sort should be done as a preliminary step toward prosecuting a mythical timber trust, decided to proceed. Four hundred thousand dollars, more or less, were spent in collecting figures on standing timber in many parts of the country, but not in all parts. Voluminous preliminary reports were published. Part IV alone of that report covered 933 printed pages. It is a safe guess that these reports were never read through by any human being except the proofreaders in the printing office, and they were hired to do it. The job was not finished. It was left undone after spending hundreds of thousands of dollars on it. The whole thing seemed to peter out without reaching any conclusions that could be accepted as final. Failing to strike the trail of any lumber trust, the Bureau of Corporations called off the forces and quit. In that way ended what might have been a timber census. By adding, subtracting, multiplying, and dividing, people have been able to use those incomplete figures to show a total timber stand in the United States of 2,800,000,000,000 feet. In the absence of anything better, this total has been tentatively accepted.

Let it be hoped that the present movement toward a timber census will be more successful. If it is undertaken, it will be more successful, because it will proceed in a business way, and will be quite different from the former project that started with hundreds of thousands of dollars on a wild goose chase after a timber trust, and ended like the journey of the man who set out for the end of the rainbow to get a pot of gold.

A timber census ought to be compiled. It is a big undertaking, but no bigger than many others which have been successfully carried out. The acreage of corn is known; the bushels of potatoes are recorded; the head of cattle, sheep, horses, and hogs, and the number of eggs and pounds of butter are compiled by census

takers, and why cannot some similar method be used for timber?

The large timber holders nearly all have made cruises of their holdings. They know what their stumpage is. It will not be quite so easy with small holders and woodlot owners, for many of them have no idea of the amount of their timber. They are not in the business and do not know whether an ordinary tree contains a hundred feet or a thousand. But most of these men know how many acres of woods they own. The assessor's books show that. The rule of averages for different types of forests and woodlands will supply the feet when the acres are known. Such a census would be as accurate as is the census of most industries which are not covered by actual schedules and bookkeeping.

If the Bureau of the Census, assisted by the National Lumber Manufacturers' Association, and aided by the sympathy and good will of timber owners, undertakes this work, satisfactory results may be anticipated.

Largely a Matter of Faith

IT HAS NOT TAKEN MANY DAYS to turn the nation's thoughts from war to business; to get back into the old channels and look ahead in a general survey of the situation. Success will depend largely upon the state of mind of the people. If they think that good times lie ahead, the good times will soon put in an appearance. It is mainly a matter of faith. When people believe that a thing should happen, they take steps to make it happen. That is what is meant by "faith and works."

The close of the war finds Americans in a state of mind to put faith and works to the test. There were never fewer pessimists or more optimists in this country than at present. The people believe that we are at the beginning of a splendid business period. Everybody wants to turn prophet and foretell great revivals and development; and that is precisely the mental state that will make the prophecies come true.

Why should they not come true? The war, after we entered it, lasted just long enough to put us on our mettle, but not long enough to exhaust us. American business instinct was keyed to the highest point. Resources, both material and of a spiritual kind, were organized more thoroughly than ever in our history before. We feel that we made a success of the business of war, and now we feel strong to make a success of business in peace.

No apparent reason exists why this cannot be done. Resources await development and use. Men are anxious to undertake great things. The country's finances are sound. What the people have loaned to the government to carry on the war has not gone outside our own borders. It has been spent at home, and the money is in circulation among us and is ready to put life into business here.

Plenty of places are open to this money. Industries which have for some time been in a sort of state of suspended animation, are waiting for the stimulus which will quicken them into active life. The government is showing a disposition to revoke and remove war restrictions from civil business as quickly as possible, and that is all that is needed to produce an excellent situation. When competition again assumes its proper place, and trade, markets, and prices come once more under the law of supply and demand, the wheels of American industry ought to begin to turn as they never turned before.

Some of the organizations formed to push the war will remain to push business; and other war organizations, which are not strictly constructive, ought to be, and doubtless will be, dispensed with as speedily as circumstances will allow, leaving an open field for industry. The opportunity is here for splendid cooperation between faith and works for the development of business.

Developing Water Power

THE GENERAL ATTITUDE OF THE PEOPLE of the United States toward the development of water power has been peculiar. A vaguely defined fear that if the development materializes, somebody will make money out of it, has been sufficient to prevent development, and the unharnessed rivers flow idly to the sea as they were flowing at the dawn of creation's morning.

Many of the rivers suitable for power plants flow across government lands, and the tape that must be untied to secure charters there is in itself a serious difficulty, but the difficulty is increased by the opposition of politicians who act as self-appointed guardians of public property. They habitually obstruct plans looking to the installation of power plants, and they pose as protectors of public interests. Such has been the history of too many movements to develop power on government land. It is the smallest kind of politics, but it has proved large enough to head off development.

Something similar often happens when attempts are made to develop power on streams flowing across privately-owned lands. Somebody nearly always appears on the scene ready to oppose under one pretext or another.

The result is, this country is backward in the construction of hydroelectric plants. There is room for many more, and capital could be found to build them, if it were not for the opposition to be expected.

Now, at the close of the war, men of foresight are looking about for opportunities to open up new resources, and water powers cannot fail to attract attention. People in numerous localities are ready to use more electricity for light, heat, and work, and the power is ready to be connected up. Italy, with far less potential water power than we have, and with poorer opportunities and smaller resources, is preparing to erect plants on its mountain streams, and thus provide power that will make up for that country's shortage of coal, and will bring an area of manufacturing such as the country never knew before.

Greater opportunities in electrical development are open to the people of the United States, but few results will follow unless the dog-in-the-manger policy that has prevailed in the past is replaced by one of broad-mindedness. The time is now opportune for cutting loose from the narrow views held in the past, and take hold of the water power question in a new way, build the necessary plants and add enormously to the country's wealth.

The Cummins Bill Indorsed

The traffic department committee of the National Lumber Manufacturers' Association has written a formal indorsement of the Cummins bill, known as Senate bill 5020, and has taken steps to assist in securing the passage of the measure, which establishes beyond question the jurisdiction of the Interstate Commerce Commission, as existing prior to the passing of the Federal control act, over rates, rules and practices established by the railroad administration. The committee requests the support of the entire lumber industry to insure its passage.

The leaves of all species of cherry, both wild and tame, are reputed to possess poison sufficient to kill domestic animals that eat the leaves freely. But the saving grace of the situation lies in the fact that the green leaves and the wholly dry leaves are not poisonous, but only those that are dried to about half their green weight. It appears that the process of wilting develops the poison and makes it harmful, but as the drying process proceeds, the poison disappears. West of the Rocky Mountains range stock are sometimes killed by feeding on the withered leaves of wild cherry during periods of prolonged drought when the foliage is wilted.

The leading wood in the manufacture of artificial limbs is white or English willow. It is not native in this country but has been planted in many regions, chiefly as shade trees in cities. The artificial limb is hollowed to a thin shell, and after the springs and other attachments are in place, the whole is covered with rawhide, similar to that of which drum heads are made. The weight of artificial wooden limbs varies from less than two pounds to about seven pounds. They are very light and strong.

The California blue oak has that name because of the color of the bark, but the heartwood, after it has been exposed a while to the weather, is nearly as black as walnut, but it has little value for anything except fuel.

Important Announcements from Washington

By H. C. Hallam

The Lumber Director, Charles Edgar, is taking a hard-earned rest preparatory to resigning or retiring from office with the expiration of the life of the War Industries Board, which will be January 1, according to present plans and arrangements between President Wilson and Chairman Baruch of the board.

The staff of the director of lumber is disbanding after a most enjoyable dinner given by him to them and their ladies at the Willard Hotel the other night. Among the guests were Maj. and Mrs. A. Mason Cooke, Mr. and Mrs. Philbrick, Capt. and Mrs. Selfridge, Mr. Justine, Mr. Nibley, Mr. Aldrich and Secretary Earl Smith of the lumber section, War Industries Board; L. D. Tanner, manager of the North Carolina Pine Emergency Bureau; Harry DeMuth, manager, and E. B. Baldinger, assistant manager of the Southern Pine Emergency Bureau; L. M. Weeten and Mrs. Weeten of the Alabama-Mississippi Emergency Bureau; G. M. Tully of the Cypress Emergency Bureau, and Mrs. Tully and Roy H. Jones of the Northern Hardwood Bureau.

The allocation of government lumber orders is no longer done by the lumber director's office. Each government department will buy in the competitive field what it needs.

Canceling Orders

The government is understood to be canceling a number of orders for lumber, etc. In doing so, especially with reference to airplane material, it is reported to be making adjustments that will insure the manufacturers against loss if not guaranteeing a profit. Uncle Sam, it is understood, will compensate contractors for materials purchased to carry out government contracts.

The construction division of the army continues to hold up all orders for lumber temporarily, which hold-up may become permanent any time. At present the war department does not know what construction projects it will abandon and what continue, if any. There has been no hold-up of navy lumber orders or shipping board orders, although the board is reported to have lumber on hand to build forty wooden ships. The housing bureau is understood to be reinstating some orders for lumber needed for completing construction projects on which work has been begun.

All government restrictions have been removed from building operations and the government itself, through the supervising architect of the treasury department, is calling for proposals for constructing postoffices and other federal buildings in thirty-seven cities and towns.

The navy department wants appropriations from Congress aggregating \$85,000,000 for rendering permanent the twenty-one coastal air defense stations east, west and south, as well as in insular and isthmian possessions of the United States. It is proposed to have squadrons of aircraft stationed at convenient points.

The war department has canceled forty-three great construction projects for the American expeditionary forces in France which include a deep water dock for twenty ships, also warehouses, terminals, railroads and orders for 61,000 railroad cars.

Business Pointers

That the building situation is looking up seems to be indicated by the demand of the United States employment service for a large number of carpenters, who are understood to be scarce and are needed for construction work in the South and East.

Automobile manufacturers have been meeting here since the signing of the armistice and made plans for reconverting their industry from the execution of a billion dollars' worth of war contracts to the production of an equal value of automobiles for the commercial and pleasure car trade.

It is being reported that box manufacturers have purchased considerable lumber for making export canned goods boxes to meet expected demands of the government for next year, the material emergency bureau of the wooden box industry advises that the

ordering of such material be stopped and it is taking a census of box material on hand at factories and at the sawmills. It is believed that there will still be a considerable demand for export box material owing to plans to feed the starving millions of Europe. Such boxes may be made from various hardwood lumber varieties $\frac{5}{8}$ and $\frac{3}{4}$ inches thick.

Officials of the box bureau are planning to continue in business for several months in order to assist the industry in solving problems of readjustment. It would pay special attention to questions pertaining to the exportation of box shooks and to the revision of railroad administration specifications or regulations relative to packing boxes with a view to reducing the loss and damage claims of shippers.

Forestry Troops in France

American forestry troops in France performed one of the least conspicuous and yet extremely important services. On November 1, the Twentieth Engineers regiment had a strength of 564 officers and 12,655 men and equipped with modern American lumbering machinery produced great quantities of railroad ties, construction timber, and firewood.

Discussing the work of the aircraft forces of the government, Secretary Baker says in his report that up to November 11 the total quantity of spruce and fir shipped for airplane production amounted to about 174,000,000 feet, of which more than two-thirds went to the allied governments.

To the same date 5,300 training airplanes had been produced by the United States in addition to nearly 3,300 service planes.

The amalgamated regiment may be in France five or ten months longer, it is reported by officers. Maj. W. L. Hall and other officers selected for commission in the new battalions proposed some weeks ago for the twentieth regiment are reported to be in training at Camp Forest. It is said they will be released from the army at the conclusion of their term of instruction, but will be placed on the reserve list.

The Question of Ships

The future of the wooden ship, so far as the government is concerned, is very uncertain. According to one report, contracts for 160 such ships have been canceled by the shipping board. According to another, they have been simply held up. A third report is that some of the suspended contracts are reinstated, namely, about eighteen. Certain it is that the shipping board wants to sell a number of the wooden ships because its officials believe that there is no peace need for such a large number of small vessels, including the wooden ships and the steel ships built on the Great Lakes, so far as this country is concerned. We are said to have some 1,100 of them.

If the government can sell the wooden boats the building program will not be canceled, writes Charles Piez, general manager of the Emergency Fleet Corporation, in a letter to Representative Johnson of Washington state. If not, cancellations will have to proceed.

Senator Fletcher of Florida, chairman of the commerce committee, is out with a strong statement defending the wooden ship program, protesting against its abandonment or the sale of the wooden ships, and charging that there is a propaganda against them based on falsehood. According to information in the hands of Senator Fletcher, 367 wooden ships have been launched up to November 20 of which ninety-eight have been completed and seventy-six are in service. Besides the above, the senator says, work was commenced on 193 wooden ships, and contracts were awarded but work not started on 171 more. Of these latter, he says, the shipping board has canceled forty-eight contracts and authorized the cancellation of 100 more. In his statement the senator said:

"No doubt the board is influenced by the propaganda against the wooden ships and the many false statements put in circulation concerning them,

and influencing the public mind to conclude that they are unseaworthy and almost worthless. Some of the wildest, most absurd rumors have been circulated about them.

"Only three of the government wooden ships have been lost. The wooden ships have been used with success in the transatlantic and coastwise trade. Whether they have been operated economically and make a good business showing I have no competent data to prove. I complain of the efforts to stifle or destroy an important industry in this country when there is no reason or sense in such a course. We should build more wooden tonnage for American and foreign account and remove all unnecessary war restrictions upon operation."

Adjustment of Contracts

The War Department authorizes the following statement by Benedict Crowell, director of munitions, as to methods of contract adjustment:

The armistice has come when American industry was reaching the peak of its production. There are therefore thousands of contracts outstanding on which commitments for raw material for the future have been made, on which much raw material has been received, on which there is a large amount of work in various stages of completion or its way through the shops.

The department has first to determine as to each of these contracts whether it is to be carried through, whether the rate of amount of production is to be so reduced that the manufacturer can gradually taper off and get into his accustomed civilian work, or whether the contract is to be terminated at once. These questions have to be decided with due regard to the conditions of the particular industry and the importance of preserving the continuous employment of labor. When decided there remains a very serious problem of how to arrive at a just and prompt determination of what is due the contractor as a result of much reduction or termination of the contract.

The War Department recognizes that it is highly important to make provision for cases where contractors have such a considerable part of their working capital tied up in expenditures for labor and other disbursements on unfinished work that without a speedy repayment to the contractors of at least a part of this sum they cannot make that prompt return of the plants to commercial work essential to prevent a break in their continuous operation and employment of labor. In many such cases, while it is practicable to determine readily a minimum sum which will be within the figure of ultimate settlement, it will frequently be difficult to fix with exactness the ultimate sum without a delay which will lose to the government and the country the advantage of a speedy return of such plants to commercial work. Where this situation exists and to meet it

it will be the policy of the department to stand ready to enter into supplementary control with such contractors by which a sum not to exceed seventy-five per cent of the amount which it is certain will ultimately be paid by the government on the agreed basis of adjustment will be paid immediately to the contractor upon his consent to a termination of the original contract and a release to the government of its obligations thereunder, the department agreeing to pay subsequently such additional sum as it may determine will complete payment to the contractor on the agreed basis of adjustment. The machinery outlined above will be availed of in arriving at the terms of final settlement.

This plan will make it practicable for contractors to secure almost immediately a very substantial part of their working capital for use in switching back to commercial work, even where the circumstances are such that the final determination of the compensation to be paid cannot be so speedily arrived at.

The construction division has been authorized by the director of operations to abandon the following projects:

The construction work at Locomobile Company of America's plant, Bridgeport, Conn.

The construction work in connection with the erection of the necessary building for the plant of the Hero Manufacturing Company, Philadelphia, Pa.

The enlargement of Camp Lee, Va.

The construction of a hospital at North Camp Jackson, S. C., approximately 631 beds.

The necessary alteration to make the state school for deaf at Columbus, Ohio, suitable for a 1,500-bed hospital.

The construction of the Elizabethport, N. J., proving grounds.

The enlargement of Camp Custer, Mich.

The construction of a bomb loading plant in the vicinity of Delaware City, Del., known as the Marlin-Rockwell plant.

The construction of an extension to Camp Sherman to house 9,185 men.

The construction of an extension to Camp Grant, Ill., to house 14,520 men. The construction of an officer's training camp.

The construction of Clear Springs proving grounds.

The conversion work to make the Sea View Hospital, Staten Island, N. Y., suitable as a general army hospital.

The installation of a permanent bakery at Camp Beauregard, Ala.

The construction of a delousing plant at Camp Fremont, Cal.

The construction division has been authorized to proceed with the construction of a central officer's training school at Camps Gordon and Hancock, where the buildings are over sixty per cent completed, or where the buildings are so far advanced as to necessitate their completion in order to save material loss to the government.



Calculating the Profits



The communication below was recently sent to manufacturers of lumber by R. B. Goodman, chairman of the bureau of lumber economics of the National Lumber Manufacturers' Association:

The consensus of opinion held by leaders of the lumber industry who attended the Congress hotel meeting November 22 and 23 was that prosperity is conditional first upon world relations; second upon the intelligent course that American business takes in the reconstruction; third upon the intelligent cooperation of the entire lumber industry in all its branches, and finally upon the wisdom displayed by each individual manufacturer of lumber in conducting his operations. Faith was expressed that the individual manufacturer of lumber would meet the situation adequately and intelligently.

Assuming this faith justified, what will your profits be for 1919? The profit on your operation for the coming year depends upon how you individually meet the rapidly changing conditions that will confront you. Will you be able to maintain your production on a par with that of your competitors? What are your natural advantages with respect to your competitors? Are you taking steps to discount these handicaps and to realize these advantages? Are you utilizing the stumpage you consume so as to derive from it the greatest income? Are you wasting man-power to conserve raw material or are you wasting raw material to conserve man-power? Is your selling organization in line to obtain at fair prices orders that will move your entire product? Is it an organization that will enable you to dispose of each particular item to the consumer who needs that item most? Are you spending money in any department that brings you no return or are you failing to spend where the expenditure would increase your profit?

Questions like these indicate the problems, whose solutions will largely determine the lumber manufacturer's profits. It is evident that the prosperity of the reconstruction period is not of a character that will be automatically pro-rated to the individual operator. While prices will undoubtedly continue for some time on high levels and the demand for lumber will be good, the individual operator must exercise his best intelligence to move his stock intelligently and to produce his stock efficiently.

Although the market for his product exists, this market will be eagerly sought not only by his competitors in the industry but by the strong competition of the products of other industries; and while high prices will rule, the margin between cost and selling price will diminish. The increased cost of labor and supplies and the decreased volume of production that we are now experiencing have not exercised their full effect on costs, as reflected in the manufacturers' accounts. Many of these cost reactions are remote. Salary increases, increased traveling expenses, postponed renewals, maintenance that has been skimmed during the war, replenishment of depleted supply stocks at higher prices will affect next year's costs.

It will be necessary to install new machinery, revise methods of work, and readjust operating programs to a relatively higher cost of man-power. All of these things call for more skillful management; and for management to exercise its skill it requires correct premises on which to base its decisions. This means that the past experience of the operation and its experience from month to month must be reflected on its books in such manner as to keep the management fully informed as to the essential facts of the operation, and in such manner that the management of one operation may compare its results with those of other similar operations in the industry.

It was in view of the foregoing that a conference was held at the Chicago meeting for the purpose of promoting an interest in better methods of accounting. There were present Secretary-Manager Wilson Compton; P. M. Rickey, comptroller of the Long-Bell Lumber Company; Robert Rickey, special accountant for the Southern Pine Association; E. T. Allen, and myself.

Plans were discussed for forming a committee on accountancy as a part of the bureau of economics of the National Lumber Manufacturers' Association, which will be submitted to the members of the economics committee for approval and then passed on to the executive committee of this association.

Accountancy is an exact science. There is nowhere any difference of opinion as to the principle of accounting; and the methods of accounting have been improved and developed so as to fully meet modern business conditions from the smallest to the largest operations. It is proposed to create a department of lumber accountancy within the bureau of economics that will give each operator the benefit of the best practice in adapting principles of modern accounting to lumber operations, provided the manufacturers of lumber generally are inclined to make use of such a service.

It is evident that the value of such a service will depend upon the attitude of those in control of the lumber manufacturing operations. There must be an awakening to the importance of correct accounting just as there has been in recent years an awakening in the industry to the importance of salesmanship. Correct lumber accounting is not a venture into new and untried paths. The development of salesmanship has consisted almost entirely of the individual manufacturer adopting the methods of his successful competitor. In like manner, the manufacturer whose methods of accounting are inadequate, out of date and inefficient must realize his disadvantage. In addition to this realization there must be the willingness to employ the right methods that are new, in place of wrong methods that are of such long standing as to have become habits. The delightful old-fashioned custom of fooling one's self must be given up. If the operation, or a particular part of it really makes a profit, that profit should not be diverted or concealed; and conversely, if the operation as a whole, or any department of it, makes a loss, the loss should be recognized with red ink, for it is evident that the first requisite of good

accounting is a correct reflection of the facts, and if you do not want to know the facts as they are in your business you will not be interested in good accounting.

Assuming that the manufacturer is willing to know the truth about his business, the next obstacle in the mind of the smaller operator is the expense entailed by adequate modern accounting. While it will cost more, if the system adopted is properly adjusted to the size of the business, its cost will be an insignificant percentage of the money it will save. While it is true that a small operation may not afford a \$25,000 manager, it may be equally true that a \$10,000 manager is better economy than the man of \$5,000 capacity, and a low-salaried accountant may be more expensive to a small operator than one commanding a larger salary; and the small operator will find the best methods of accounting do not cost any more than, and often not as much as, poorer methods. I am a small operator and this has been my experience. It will be the case with many of us that we have a thoroughly reliable and competent accountant, and we would not like to take a chance on putting in a new man even of greater ability who would be familiar with more correct methods of accounting and needed for reorganizing this department. We are dubious about making a change even though we would be willing to pay the increased salary. The answer to this is that the higher-priced man may be the man we now have, after we have given him an opportunity to educate himself to improved methods.

As the first requisite of proper accounting is unprejudiced and impartial reflection of physical conditions, this department must be entirely independent of the operating department. Beginning in the camps, the camp

accountant must be independent of the operating department, independent, and this independence must follow on through the accounting work to its head, who must be accountable only to the president. This is the only way to secure correct results. It takes no longer to follow this plan in the smallest operation to insure correct results.

As a proper method of accounting is the product of the character of the business, the character of the work, the general and trading character of operations, various regions will call for special classification of accounts, and a different emphasis on certain details in one region than in another. It is necessary that these varying conditions should be considered and provided for by a single agency so that the statistics of one region may be comparable with the statistics of other regions. In the same manner it is necessary that the adjustments and modifications of accounting, so as to fit it to large, medium and small operations, should be worked out by a single agency so that the statistical result of the small operation may be made comparable with the results of the large operation.

What will your profits be for the year 1919? Must you work in the dark all through the coming year? Must you remain uncertain as to the answer to this question until the latter part of January, 1920, or do you wish to adopt methods of accounting that will enable you to approximate an answer to this question in advance and to verify your answer month by month throughout the year? This is a new undertaking in National Association work, and this article is written for the purpose of ascertaining your attitude on this subject.



The Reconstruction Conference



The splendid address of President Harry A. Wheeler of the Chamber of Commerce of the United States of America opened the reconstruction massmeeting of four thousand American business men delegated to represent all of America's industries at Atlantic City, N. J., Tuesday morning, December 3 to Friday, December 6. His thought was that the three hundred and fifty war boards organized for cooperation and to back the government in the war have served their purpose, but that it was the hope of those calling the conference that the war boards with other delegates of industry meet the problems confronting the nation.

President Wheeler said in part:

Peace stands upon the threshold of a new day, bidding us lift the curtain upon a world from which the menace of military autocracy has been forever removed.

How shall we enter in to possess this new world? With the boastful arrogance of the foolish victor drunk with power, or with the patient humility of a chastened peoples intent only upon building a new civilization and a new code of human ethics on the wreck of the past?

Yesterday we thought of the period of reconstruction as a distant goal which some day we should attain; today we are atmospherized by its problems, confused and perplexed by the adjustments demanding consideration.

The dangers of the state upon which the world is entering are scarcely less than those from which we have just escaped. The overthrow of European governments. Inviting experiments with unsound principles of government and inducing all kinds of emotional legislation, is likely to set us apart as the most conservative power on earth, and in the measure which we hold the lamp of our experience to guide the feet of those who are groping through new and untried paths. Shall we deserve their love and loyalty and confidence?

We may assume that commerce will play an important role in all of the world readjustments, and it becomes imperative that in the peace terms which presently will come under discussion, certain fundamental considerations affecting commerce shall not be overlooked. Furthermore, in the counsels which shall determine the international political and economic relations of the future, American business, in common with like interests of other nations, should be consulted in framing the peace conditions.

The principle of economic boycott, often advanced as a punishment to those nations guilty of disturbing the world's peace, is neither politically nor economically sound, nor is the principle of "favored nation" in commercial treaties. These would tend only to drive the nations farther apart and increase the unrest in the industrial world.

May not the United States lead here, also, in a declaration of principles providing for such adjustments as will ultimately assure a live and let live policy for the whole world?

Insofar as war contracts are concerned and the control of basic materials that entered largely into war production, the government must needs adopt a liberal program with regard to the cancellation of orders, and a willingness to retain possession of the materials owned and controlled, releasing them only so fast as the market can readily absorb these commodities without breaking prices to an unwarranted extent or stopping production during the period required to digest government controlled stocks.

The principle of price fixing is another problem that might have your consideration, especially with respect to the desirability of having price fixing machinery maintained temporarily in some form in the effort to stabilize values, to provide against a too rapid price fluctuation seriously affecting inventory values, which, in part at least, must underlie commercial credit, and to cushion the recession which must follow a period

of excessively high prices in a manner that will bring about a gradual adjustment with as little loss and uncertainty as may reasonably be expected in the return to normal conditions.

An important problem of readjustment is the question of whether the right to combine permitted in foreign trade under the Webb-Pomerene bill should, by amendment of our trust legislation, be extended to domestic operations.

The period of reconstruction will be short or long, the operation gradual and easy, or difficult and costly, in the measure that American business will coordinate its forces, work in unity, and not only wisely choose its representatives, but support them in their search for facts and back them in their conclusions.

Upon this conference rests the responsibility of determining what form of organization and what central committee shall plan our policies and make our declarations to those instrumentalities which the government itself may create to direct the return of the country to normal operations and normal living.

In the general sessions the main subjects under consideration were:

How can we secure cooperation in continuing the present shipping program with the government for the securing of a merchant marine?

What steps have been taken to take advantage of the Webb-Pomerene Act, which allows combination for foreign trade?

How to finance foreign credits.

How to secure government cooperation in investigation with our allies as to protection of industry during the reconstruction period.

What suggestions can be made encouraging the stimulation of public work?

What should the conservation division do on the subject of financial profit?

What method should be employed to liquidate or adjust obligations to the government, or the government's obligations on a contract?

Should the Capital Issues committee be continued?

What legal method or means could be introduced to better stabilize prices during the reconstruction period?

What method should be employed to dispose of commodities in the government's hands so that it would not injure or disturb the industry and the ultimate consumer?

When the demobilization of military forces takes place how can these men be best forwarded to their past pursuits, and further, how closely should the conference work for the government bodies in the study of demobilization plans?

These were answered in the resolutions printed in the general report representing the consolidated opinion of the various related groups, then through a resolutions committee of the major groups, of which there were ten, and finally the resolutions are the result of the work of the sub and general clearance committee, which was the resolutions committee of the convention.

A keynote of the convention was sounded by W. H. Mauss, director of the war service committee of the Chamber of Commerce of the United States at a preliminary meeting on Monday. He said:

The motives and purposes of this conference are to obtain the views of our representatives of the nation's industries in order to mobilize the forces of industry for the salvation of the nation. They must be so broad in their principles, conscientious in their conclusions and clear and forceful in their utterance, that they will be heard around the world.

A letter to President Wilson by President Wheeler was read ask-

ing if it would be helpful to have an attendance at the peace conference and available for counsel on such phases of the peace negotiations as may bear directly upon commerce and industry a group of business men selected as having the largest vision and the most generous impulses in connection with the resumption of industrial activity throughout the world. The President practically ignored the suggestion.

A letter was read from Bernard M. Baruch, chairman of the War Industries Board, in which he expressed his appreciation of the hearty coöperation that had been given him in mobilizing industry for the prosecution of the war. His comment on the possibility of returning to the old, wasteful methods of unrestrained competition was heartily applauded, indicating that it was not in the minds of the four thousand delegates present.

At the afternoon session of Wednesday, Director General Charles M. Schwab of the Emergency Fleet Corporation was received with inspiring American welcome. He indicated that the shipbuilding proposition should be kept going at full speed under government supervision or under individual ownership. He favored subsidy to individual owners or by appropriations to the end that we may maintain our high standards of living and wages. He expressed the opinion that individual efforts should be made to educate the workers to see the manufacturer's side and that the initiative of the individual should be cultivated.

Secretary of Commerce William C. Redfield then spoke on "Our Opportunity and Obligation in Foreign Trade." Inasmuch as it seems to be the government's idea to discontinue the work of the war boards, he advised concentrating effort on production rather than reducing wages. "The world," he said, "has visible need for all its ships for at least two years to come."

Wednesday evening a group conference of Number 21 was presided over by J. J. Donovan, president of the Bloedel-Donovan Lumber Mills, Bellingham, Wash., and Bolling Arthur Johnson was secretary. The conference began with an impromptu song service. Attorney L. C. Boyle, counsel for a number of lumber associations, said the conference indicates that henceforth business is going to take more interest in government. His keynote was "It does not lie within the mouth of any man to criticize Congress unless he has coöperated to assist Congress." He ably reviewed the Sherman law and suggested a definite program for reform. He believed that a representative committee embracing all industries should compile and present a complete showing of the harmful effects of the law and outline the changes desired, leaving to Congress the actual drafting of a bill. He also suggested that a suborganization of all natural resources and industries be part of the Chamber of Commerce of the United States. Had these interests acted unitedly on the invested capital clause of the revenue bill its correction would be more certain.

N. C. Brown reported on the lumber investigations, told about his trip to Spain, Italy and France and commented on the resources of other countries catering to this trade and the possibilities of a market in these countries, provided we aggressively promoted our goods and discovered the needs of those countries and met their local conditions to intelligently handle this trade.

A committee on resolutions was appointed with L. C. Boyle as chairman to report direct to group Number 6, which is a group composed of manufacturers of lumber and wood products. A committee on relations to the Building Trades' Federation was also appointed with John L. Kaul as chairman. Chas. S. Keith, Kansas City; B. F. Masters, Chicago, representing the box industry; C. T. Williams, Buffalo, of the fruit package industry; C. L. Harrison, Cape Girardeau, Mo., of the Associated Cooperage Industries, and Lewis Curtiss of the Sash, Door and Millwork Association; M. J. Fox, Iron Mountain, were elected as part of this committee of ten.

On Thursday morning President Wheeler called the meeting together with approval of the registration, there being no contest of credentials. James A. Farrell, who was to have talked on the subject of foreign trade, was unable to be present and his address, which was both eloquent and practical, was read by proxy. He cited the fact that President McKinley in his historic address at

the Pan American Exposition at Buffalo, N. Y., in 1901, had strongly urged the development of our foreign trade, and at last after all these years the nation approved of this development and is ready to meet that condition. How are we going to do it? We should be careful as a nation that we do not enter into agreements that will embroil us in controversies to boycott the commerce of any nation.

John D. Rockefeller, Jr., made a masterly address on "Representation in Industry." His modern viewpoint, carefully prepared, regards industry as social service, and he summed up the four parties in interest that should be taken into consideration: Capital, management, labor and community. All must benefit or it cannot continue. Both labor and the community have a right to share in the control of industry. He endorsed the principle of labor organizations, and warned that occasional improper functioning should not prejudice the principle. Organizations of capital also have gone too far and done wrong. He endorsed the British Whitley plan of national district and works councils, but commented further that the present unions include but a small part of the nation's laborers. If the plan is just in improving these conditions labor must be given adequate representation. He commented on the ten basic principles embraced in the Standard Oil Company plan of labor representation, and said that men are rapidly coming to see that human life is of infinitely greater value than material wealth. He urged leaders of industry not to be stand-patters with their backs to the wall, but to accept the new spirit of the age and the present great opportunity.

Alba B. Johnson of Philadelphia at the Wednesday session made a masterly address on a new system of public financing. He has studied this subject very carefully and urged that the present revenue tax bill before Congress be reduced to a maximum of at least \$4,000,000,000, so that the trade may not be affected, and the country in his opinion may be able to take care of itself as to finance.

Edward A. Filene devoted his attention to the necessity of upbuilding the merchant marine, a subject with which he has been particularly identified.

At the meeting of the National Councillors at the Traymore Hotel, Thursday, Henry P. Kendall, chairman of the committee on industrial relations, suggested methods and plans for labor and wage readjustment. He said:

It seems to me there are three ways in which this problem may be considered. First, a set of federal industrial courts after the plan of the Australian system, which virtually involves compulsory arbitration with a huge governmental machinery set up to carry it out. The experiences of the war period hardly tend to increase the confidence in, or the desire to further on any large scale, governmental interference in this delicate and complex problem. Second, there is a plan of wage adjustment boards set up by the industries themselves and their employes with equal representation on each side, who should in advance determine and agree on standards of wages, hours and conditions of employment. This second plan has worked to some extent and is the only possible safeguard for management and sound business principles and methods. The third method, advocated by some, involves, since labor and management are in an irreconcilable conflict, the keeping up of the fight. But the situation is so tense that far-seeing business men today would do well to speak in no uncertain fashion and declare the principle for which they stand. They must be ready to meet the situation squarely with a full knowledge of economic law and the laws of society.

A. W. Shaw, chairman of the conservation division of the War Industries Board, spoke to three hundred representatives of the wood and allied industries at the Breakers hotel. He said that the conservation division had been created as a war emergency measure and would go out of existence shortly, but that the greater part of its duties would be delegated to the United States Department of Commerce. He urged strongly the unity between the business interests of the country and the continuance of the war service committee. Under the Sherman act it is not unlawful for business industries to get together with a view to eliminating waste in the interests of the public. He expressed the opinion that during the war the various government agencies had done good work, but it was his belief that in normal times business people should not be told what to do and what not to do.

Major Group Number 1, food production and exchange, recommended international trade commission and endorsed the idea of collective purchases in foreign countries and suggesting codification of American and British trade-mark laws.

Group Number 9, composed of earthen products producers, voiced opposition to government ownership of railroads, and urged that every encouragement should be given by executive rulings and legislation for safe investment of capital in railroad improvements. They favored water transportation, emphatically protested against the proposal to inaugurate a nation-wide basis of railroad rates constructed on the theory that distance is the outstanding controlling factor. They advocated uniform cost accounting and adequate tariff, and expressed themselves in liberal attitude towards labor.

Among the active lumbermen attending the convention were: John H. Kirby, Kirby Lumber Company, Houston, Tex. John L. Kaul, Kaul Lumber Company, Birmingham, Ala. Chas. S. Keith, Central Coal & Coke Company, Kansas City, Mo. R. A. Long, Long-Bell Lumber Company, Kansas City, Mo. J. B. White, Missouri Lumber & Mining Company, Kansas City, Mo. Gen. L. C. Boyle, counsel, National Lumber Manufacturers' Association, Washington, D. C.

P. L. Rosasco, Bay Point Mill Company, Pine Wood, Fla. C. L. Harrison, Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo.

Guy H. Buell, Montgomery Lumber Company, North Carolina. Fred Yegge, Harry Davis, Chicago Mill & Lumber Company, Chicago. C. L. Crosman, Crosman & Co., Bangor, Me.

O. C. Haslip, Louis Wuchet, California Pine Box & Lumber Company, San Francisco, Cal.

B. F. Masters, Rathborne, Hair & Ridgeway Company, Chicago. Thos. Cole, Philadelphia, Pa. W. A. Ransom, Gayoso Lumber Company, Memphis, Tenn. S. B. Anderson, Anderson-Tully Company, Memphis. Jas. E. Stark, Jas. E. Stark & Co., Memphis. J. H. Townshend, Southern Hardwood Traffic Association, Memphis. Geo. Gardiner, Eastman-Gardiner Lumber Company, Laurel, Miss. Wm. H. Hanan, United States Fleet Corporation, Philadelphia, Pa. J. L. Roper, North Carolina Pine Association, Norfolk, Va. A. L. Osborne, Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.

Chas. A. Bigelow, Kneeland-Bigelow Company, Bay City, Mich. W. L. Saunders, Cummer-Diggins Company, Cadillac, Mich. Frank Stephens, Bagdad Lumber & Sawmill Company, Bagdad, Fla. Louis Dill, Baltimore, Md. R. A. White, New York, N. Y. E. M. Perry, Secretary National Wholesale Lumber Dealers' Association, New York.

Dr. Wilson Compton, National Lumber Manufacturers' Association, Chicago.

Jas. E. Rhodes, Southern Pine Association, New Orleans, La. Lewis Curtiss, Curtiss Bros. Company, Clinton, Iowa. Al. Siegal, Huttig Sash & Door Company, St. Louis, Mo. Frank Moss, American Sash & Door Company, Kansas City, Mo. B. C. Jarrell, Humboldt, Tenn. R. G. Williams, Buffalo, N. Y. H. S. Young, National Veneer & Panel Manufacturers' Association, Indianapolis, Ind.

M. H. Stuart, Wells, Higman Company, Benton Harbor, Mich. R. W. Jordan, Emporia, Va. Frank Hickson, Indianapolis, Ind. B. W. Lord, Chicago Veneer Company, Chicago. M. J. Fox, Iron Mountain, Mich. C. B. Flinn, Chicago. Fred Boles, Chicago. Geo. Wilson Jones, Chicago; Chas. L. Schwartz, Naperville, Ill. A. P. Smith, Wholesale Sash & Door Association, Chicago. John L. Alcock, John L. Alcock & Co., Baltimore, Md. Robt. B. Allen, West Coast Lumbermen's Association, Portland, Ore.

Friday's Session

Paul M. Warburg suggested a peace finance corporation at the final session on Friday to assist the nations abroad. Mr. Warburg is a member of the firm of Kuhn, Loeb & Co., and also the Federal Reserve board. His talk was "Finance After the War." In his introductory statement he said that our banks and bankers must be able and willing to freely extend their acceptances for the financing of the world's trade. He said:

"As a matter of fact, we owe it to the world to bear a substantial portion of this burden. I believe we cannot emphasize too strongly that the time has not yet come when our people, large or small, may relax their efforts to curtail unnecessary consumption, both for the sake of releasing for export the greatest possible quantities of goods, thereby stimulating our export industries, and for the purpose of accumulating funds available

for investment. The slogan, 'Don't stop saving food,' would gain in scope and strength by abbreviating it into 'Don't stop saving.' Our more than 21,000,000 Liberty bond holders must be trained to become permanent investors; thrift must become a national virtue."

Among the resolutions presented by the clearance committee and adopted by the congress was one authorizing the sending of a commission to Europe to study the reconstruction needs of European countries and to be "available to the American peace delegates should they need assistance in the working out of economic problems."

Other resolutions adopted declared unanimous opposition to government ownership and operation of telephones, telegraphs and cables. Congress was also urged "speedily to enact legislation providing for the early return under federal charters to their owners of all railroads now being operated by this government, under federal regulations permitting the elimination of wasteful competition, the pooling of equipment, combinations or consolidations through ownership or otherwise in the operation of terminals, and such other practices as will tend to economies without destroying competition in service."

Waves of approval greeted a resolution recommending the construction of a great merchant marine and that its "operation under American control or kept safe by such legislation as may be necessary to insure its stability and lasting value to American industries." The conference held that it is in the public interest that war orders placed by any contracting agency with the government and accepted in good faith, upon cancellation should be promptly adjusted and satisfied. The resolution urged the prompt payment of amounts due by the government to help industry "to speed its transition from war to peace basis."

Louisville Meeting Will Be Record Breaker

Officials of the American Hardwood Manufacturers' Association, Memphis, are anxious that there shall be the largest gathering of hardwood lumber manufacturers at the annual of the latter at the Seelbach hotel, Louisville, Ky., December 17-18, in the history of the hardwood lumber industry. They have mailed invitations to every manufacturer whose name and address they had. They are afraid, however, that they may have overlooked some of them and have therefore prepared the following statement, signed by R. L. Jurden, president, and John M. Pritchard, secretary-manager, for the lumber trade press:

"The officers of the American Hardwood Manufacturers' Association have endeavored to send an invitation to every hardwood manufacturer to attend the meeting at the Seelbach hotel, Louisville, Ky., December 17 and 18. However, our list may not be complete, and, if any manufacturer should fail to receive one of these invitations, we wish him to understand that it was an oversight and that he will be cordially welcomed.

"This meeting is of unusual interest on account of the move for uniting all hardwood manufacturers into one strong hardwood manufacturers' association, and, although this will be an annual meeting of the American Hardwood Manufacturers' Association, it will, in another sense, be a mass meeting of all hardwood manufacturers to openly and candidly discuss the many problems now confronting the manufacturing branch of the hardwood industry.

"All manufacturers are cordially invited and urged to attend and assist in their solution."

Programs have not been completed and will not be distributed for some days yet. Mr. Pritchard, however, is authority for the statement that the two days will be given over largely to the discussion of inspection rules and their application, and to other questions of policy which have arisen as a result of the sudden and unexpected ending of the war.

This is expected to be the most important meeting in the history of the hardwood lumber industry, and to bring together the greatest number of hardwood manufacturers ever assembled at one time and place. It will be the annual of the American Hardwood Manufacturers' Association, but officials, as noted in their prepared statement, are stressing the fact that it is more than this—a mass meeting of all who are engaged in the manufacture of this product.

Present indications are that the attendance will be quite full. It is known that there will be full representation of southern hardwood manufacturers identified with the association. Replies received from members of the Hardwood Manufacturers' Association of the United States also suggest that they will be on hand in large numbers in the attendance upon the first meeting following their identification with the American Hardwood Manufacturers' Association. There is strong proof, too, that there will be large numbers of manufacturers who have never been identified with either of these bodies.

Government Will Sell Ships

The Emergency Fleet Corporation has decided to open American ship yards for the building of wooden ships for private owners.

The corporation has fixed a price of \$700,000 each upon the wooden ships it wants to sell. A price of \$675,000 each has been fixed for such ships sold in lots of five to one purchaser.



Hardwood Men's Thirtieth Annual



The thirtieth annual meeting of the Northwestern Hardwood Lumbermen's Association was held in Minneapolis, Minn., December 3, at the West hotel, with President P. M. Parker in the chair. The chairman of the association, in his address, stated that encouraging expectations of prosperous business, and some things not so encouraging. One of the unpromising phases is the railroad situation. The transportation lines under government control are not growing in popularity, and the meeting went on record, in the form of a resolution, asking that the roads be speedily returned to their owners. The disastrous fires of the past season in the Minnesota woods came in for consideration and comment.

The resolutions committee was made up of D. F. Clark, J. M. Okoneski, and C. L. Kellogg.

T. T. Jones reported for the statistical committee. He said that the present committee list is fairly representative of the market and that no changes are recommended. He expressed the belief that through the year the list has been nearer the market than any other northern hardwood list. It has not been based on statistics, he said, or on guesses, but on actual sale prices, and its success has been possible because of the fine coöperation of the members of the association.

Inspections last year fell rather below what they had been the year before. T. T. Jones brought up the subject of the present inspection fee and moved that the National association be asked to restore the old rate of fifty cents a thousand. Payson Smith said that the increase had been held necessary in order to pay higher

salaries due the inspectors and he did not believe there could be a reduction for a while. Mr. Jones said that inspection in this market always has paid its way. A. H. Barnard thought the lower rate would increase the amount of lumber inspected. Arthur F. Jarvis of Eau Claire thought that the increased fee is only reasonable under the conditions of high prices. After some further discussion Mr. Jones amended his motion and it was passed unanimously, requesting the National association to restore the old scale of inspection fees "as soon as in the judgment of the board of directors conditions warrant it."

F. H. Lewis, N. C. Bennett and D. F. O'Leary were appointed as a nominating committee, and after a brief deliberation they reported, recommending election of the following officers:

President—Payson Smith.

Vice president—H. B. Sutton.

Secretary—J. F. Hayden.

Treasurer—F. H. Lewis.

Board of arbitration—T. T. Jones, N. C. Bennett, A. B. Leasure, J. M. Okoneski, A. S. Bliss.

Membership committee—D. F. Clark, A. F. Jarvis, H. Booraem.

All those name are of Minneapolis except Mr. Jarvis, who is of Eau Claire, Wis. The committee report then was unanimously adopted.

The annual dinner of the association was given in one of the dining rooms of West hotel. No speeches were made and the dinner was informal. The entertainment committee, consisting of R. L. Duncan, A. H. Barnard, and E. H. Broughton.

Shortage of Southern Logs Indicated

The Valley Log Loading Company, operating on the Yazoo & Mississippi Valley and Missouri Pacific roads, loaded 1,428 cars of logs during the month of November, an increase of approximately twenty per cent over the corresponding month last year.

J. W. Dickson, president of the company, however, said today that, because of unfavorable weather and the disposition of owners of timber to curtail logging operations, comparatively little timber is coming out now. He further said that, unless there is material increase in the rate at which logs are cut and hauled to the rights of way of the railroads, the company will catch up with its work so closely by the middle of January that it will have little or nothing to do.

Many firms announced their intention of curtailing cutting and hauling of timber immediately after the drastic embargo of September 16 went into effect, and it is quite apparent that this is largely responsible for the slowing-down in the preparation of logs for the mills. The winter season is at hand when it is impossible to make more than nominal progress in getting out timber, and some manufacturers already say that a decided shortage of logs for the late winter and early spring is indicated.

War Eliminations to Remain

The manufacturers of ensilage cutters intend to retain the schedule of machines recommended by the war industries board. That board eliminated all but four sizes of cutters, and the makers do not intend to go back to the old schedule of many sizes. They regard four as enough. That was the decision reached at the recent meeting of the ensilage machinery department of the National Implement and Vehicle Association in Chicago. The decision was unanimous. It would be poor economy to go back to the former large variety of sizes and styles of ensilage machinery and the manufacturers do not intend to do it. The manufacturers standardized the feeding mechanism and for the period following 1919 will equip their machines to cut but two lengths. Any additional equipment that may be necessary for cutting additional lengths may be furnished, but only as an extra.

The ensilage machinery department elected officers for the ensuing year as follows: President, John Reid, Jr., Belle City Manufacturing Co.; vice-president, C. O. Aspenwall, International Harvester Company; secretary-treasurer, P. A. Rynd, Wilder Strong Implement Company. The executive committee comprises the

foregoing, and A. O. Silver, Silver Manufacturing Company; C. F. Smalley, Smalley Manufacturing Company; A. J. Rosenthal, Rosenthal Corn Husker Company; J. P. Garvey, Freeman Manufacturing Company.

September Lumber Exports

The exports of forest products from this country during last September are shown in the report just published by the Bureau of Foreign and Domestic Commerce. For convenience in comparison the corresponding figures for 1917 are given:

Articles—	1917	1918
Logs	\$43,948	\$28,724
Square timber.....	438,226	355,835
Railroad ties.....	220,863	176,046
Lumber	2,680,335	5,176,476

This large increase in the export of lumber was made up principally of gum, \$75,000; of oak, \$185,000; of longleaf pine, \$200,000; of spruce, \$1,000,000.

The total export of wood and wood products rose from \$5,773,233 in 1917 to \$8,359,921 in 1918.

Furniture Restrictions Removed

The government's supervision of the manufacture of furniture did not last long. It is all off now. The schedule which was to have gone into effect January 1 has been rescinded.

This action has been taken because there no longer exists the pressing and imperative necessity for the conservation of material, labor, and transportation for strictly war needs.

The freeing of the furniture industry from the conservation restrictions and the raising of the barrier against the semiannual furniture exhibit, which is a feature of the furniture trade, will enable the furniture industry, to get back quickly on a normal basis.

The schedule applied to the manufacture of bedroom, dining room, and upholstered furniture, chairs, parlor frames, extension, library, parlor, and bedroom tables. Active patterns were reduced fifty per cent, and no new patterns were to be introduced during the war. Beveled mirrors were eliminated, bedroom mirror plate reduced twenty-five per cent, and dining room arm chairs and toilet table chairs discontinued. Metal ornamental tacks and nails, metal ornamental trimmings, and metal wheel castors were eliminated. There were detailed instructions for packing furniture worked out with a view of protecting the furniture and saving transportation space and lumber.



The Lumberman's Round Table



The Place of Figured Gum

The fact that requirements of domestic consumers of figured gum are probably less for ordinary commercial purposes than they have been for a long while, means that the present advantage enjoyed by gum does not represent as much in the way of increased demand as it might otherwise, but it is likely to get a lot of people started to using figured gum in larger quantity than ever before. If the buyers of finished products take to it, this increased use may be a permanent proposition.

Gum has always been emphasized as a general utility wood, able to fit into a situation and make good under almost any conditions. The demands of war time, with their effect on various materials needed for war work exclusively, have shoved gum into the lime-light again, and have given it a particularly good opportunity to demonstrate that this reputation for general usefulness was well earned.

Honoring the Boys in Service

A big Louisville hardwood company has been distributing photographs of the "Roll of Honor" which hangs in its office, and which is particularly effective in the way it presents the names of those who have enlisted in the service of their country on land and sea. It consists of a bronze plate, with "Roll of Honor" at the top, and underneath, on separate plates, which can be added to as new men enlist, are the names of those who are in service. Below is a quotation from President Wilson's famous message pledging everything to the fight for liberty.

The display is dignified, permanent and appealing, and has sentiment without being too sentimental. It is just the sort of thing that every house with many men in the service should use as a means of memorializing their contribution to the country.

The photographs, by the way, are being treasured by relatives of the men, and the writer knows of one boy's mother who has had the picture framed and will keep it all her life to show how her son was honored by his employer on the occasion of his entering the ranks of Uncle Sam's fighters.

The Girl Question

The Chicago Tribune recently published a big feature story, illustrated with pictures of attractive girls in overalls, telling all about the entrance into industry of a number of young actresses who were temporarily out of a job because of the theaters being closed by the epidemic of influenza. The story indicated that the girls had taken employment in one of the munitions factories, but that they were doing it more for a lark, and as a good press agent stunt than anything else. As soon as the footlights are turned on again, the munitions factory and the denim overalls will know them no more.

There is a moral in this with regard to the general employment of female help in lumber yards and woodworking plants. A lot of girls are being used at present, and some of them probably will stay on the job. But the general complaint is that there is too great a turnover, and that the employees do not stick as they should. The result is that the training of green hands becomes a big problem, and makes it a questionable matter for the manufacturer to bother with female labor. If it were not a case of necessity, in view of the shortage of men, it is doubtful if some of them would continue to hire girls.

This is one aspect of the employment situation which has a bearing on what will happen when the soldiers come back from war and seek civilian pursuits. In many lines, without question, they will be welcomed with open arms, not only because of their greater strength and skill, but because they can be counted on to stick to the job at least long enough to give the manufacturer a chance to break even on his investment for training expense.

Logging by Contract

The question of having logging done by contract or handling this part of the operation direct is one which has been discussed

considerably of late. The experience of one of the most successful sawmill operators in the South, who now has seven or eight band-mills going, is interesting. He has always had his logs brought to the mill under contract, if he could make a satisfactory arrangement, and finds that he can save money by so doing.

"Logging is a business almost by itself," he said. "I am willing to let somebody else worry about the details of getting the logs from the stump to the mill, especially as this requires a big organization, considerable equipment and some financing. It is easier for me to use my capital for manufacturing and selling lumber than it is to put part of it into logging, and I am more than willing to give the logger a satisfactory return on his investment in order to avoid the worry entailed in getting out the logs."

"It is also a big advantage to me to know exactly what my logs are going to cost. I know what it takes to convert them into lumber, and hence I can figure my manufacturing expenses very easily. If I were operating my own logging outfit, I would find that the expense would vary, and I would never know just where I was on the cost end."

If an operation is large, and if a concern is concentrating its manufacturing interests at one point, in connection with the development of a single timber tract, handling its own logging may be profitable and more convenient than the other method; but for the millman who has a number of operations, all requiring supervision, the advantage of having the logging work done on contract by reliable men, at a fixed expense, often offsets the possible economy of the other system.

Simplifying the labor problem alone is held by many to justify contracting for logging work.

Changing Needs of Buyers

The salesman nowadays must needs watch all of the angles if he hopes to keep pace with his trade.

The way in which manufacturers are switching their lines of operation, as a result of war requirements, is having a big effect, of course, on the character of their demand.

Some furniture manufacturers are getting into the box business. That means that different grades and kinds of lumber will be needed, and the lumber salesman must know these things in order to get after the business intelligently.

How to get the information promptly is the big question, of course, and the only answer is study of general conditions affecting individual enterprises, in addition to keeping the eyes and ears open for knowledge of what they are doing.

Hardwood Finish in China

The best evidence of the progress and inherent appeal of hardwood for interior finish comes to us in a special consular report from China. In dealing with the lumber situation, this report, after pointing out that American lumber holds first place in the market there, makes the statement that on account of the high prices of soft woods Philippine hardwoods found a readier sale in China than usual, lauan, apitong, and palosapis being freely in demand. Of these woods something over 4,000,000 feet were imported into Shanghai alone last year. And it is contended that the market created for these woods is likely to remain as the Chinese like the high grade hardwoods and will continue to use them for interior finish in their buildings. What is true there is true here and elsewhere, and that is, when hardwoods are once used for interior finish they find favor and go on the preferred list.

Wooden combs were in use thousands of years ago and a few are still made. The teeth are cut with a fine saw and the points hardened by slightly charring them in a candle flame.

Wrecking with Saw on Wheels

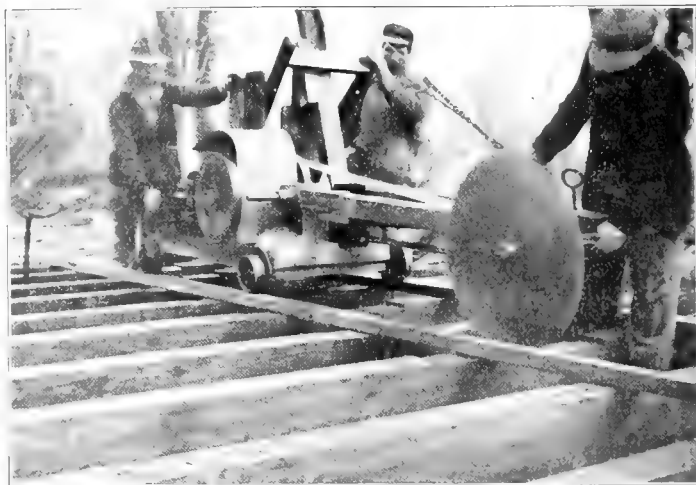


WHEN THE WRECKERS BEGAN

THE OLD PONTOON ANCHORED IN THE MISSISSIPPI WAITING TO BE CUT INTO SAW TIMBERS READY FOR THE MILL

The pontoon bridge of the Chicago, Milwaukee & St. Paul Railway Company across the Mississippi river between North McGregor, Iowa, and Prairie du Chien, Wis., is believed to be the largest pontoon bridge in the world. The Mississippi has two channels both used by navigation at this point and two draws are operated in the pontoon. The immense boats, first put into service about forty years ago, have to be replaced about every fifteen years. Within the last two years a new pontoon has been built and placed in position in each draw.

The old pontoons were offered for sale. They contained an immense lot of hardwood. Last summer the Ed P. Eberhard Lumber Company, manufacturers of hardwood lumber at Guttenberg, Iowa, bought one of the pontoons and towed the great structure



TRAVELING SAW AT WORK

PROCESS OF CUTTING AN ENORMOUS PONTOON INTO PIECES TO FACILITATE THE SALVAGE OF THE HARDWOOD TIMBERS IT CONTAINS

down to its mill, about twenty miles south of McGregor. The problem then was how to saw it up. The pontoon was 408 feet long and forty feet wide. The stringers that held the bottom were spaced two feet apart and it was impossible to use an ordinary cross-cut saw and too expensive to use a hand saw. The company solved the problem by building the machine shown in photograph. A small gasoline engine furnished the power. The machine was mounted on four wheels and two by fours were used for tracks for it to travel on. The machine could be moved anywhere and cut the bottom in small enough pieces so that they could be handled without trouble. The saw frame works on hinges so that it can be worked up and down easily. It suits its purpose well and is not difficult to handle.

Beech and Maple Flooring Compared

Much more flooring is made of maple than of beech, but the latter wood is largely used, and by some it is claimed to be the equal of maple. For some kinds of flooring it is perhaps equal and possibly superior to maple, but in most physical qualities, maple rates higher. The maple under consideration is supposed to be sugar maple. The soft maples are not often used for flooring, and when so used, they are inferior to beech in wearing qualities.

Hardness is an essential property of flooring. Tests show that sugar maple rates 2,000, and beech 1,400. That is considerable difference in favor of maple. The test is made with a steel ball of specified size. It is laid on the wood and force is applied to sink it a specified distance into the wood. If 2,000 pounds will sink it into maple, it can be sunk an equal distance into beech by a pressure of 1,400 pounds.

That is the meaning of the figures in this test of hardness. But it makes some difference whether the steel ball is forced into the end or into the side of the wood. The above figures represent side hardness, perpendicular to the grain. That is the test which a floor is expected to stand. But sometimes blocks are laid on end to form floors, and then it is important to know the hardness when tested by end pressure. Comparing maple and beech in that way, maple is 1,430, and beech 1,190. Maple is the harder, but it may be observed that neither maple nor beech is as hard by end pressure

as by the side. It is a common belief that the end of a piece of wood is harder than the side, but tests do not show such to be the case. When laid as a floor or as a pavement, if the end grain is exposed to wear, it may last longer than if the side grain is the wearing surface; but that result is not due to hardness alone. When end grain receives the wear, little splintering occurs; but the exposure of the side may lead to splintering and rapid wearing. This may often be observed in factory and warehouse floors where usage is hard.

Qualities other than hardness are essential to a good floor. Strength must be sufficient. A comparison of the strength of maple and beech does not show much difference, but what little difference there is, is in favor of maple. The strength of beech is rated at 15,000 pounds to the square inch, that of maple at 15,800 pounds.

Color is often given consideration and is of more or less importance. Maple is much whiter than beech, the latter wood being reddish. But the sapwood of beech is nearly as white as maple. The sapwood of beech is not thick enough to be worked into flooring advantageously. The line separating maple heart and sap is not prominent and contrast is slight. It is not very important that sap and heart be kept apart in grading or selecting maple flooring;

(Continued on page 33)

The National Veneer Meeting

The annual meeting of the National Veneer and Panel Manufacturers' Association convened December 10 for a two-days' session at the Auditorium hotel, Chicago. In the absence of the president, A. E. Gorham, the sessions were presided over by Vice-President Maris of Indianapolis, Ind., who delivered a brief address, in which he declared that no indication of business decline in the veneer and panel business has been noticed since the signing of the armistice. The manufacturers are proceeding to buy logs in anticipation of prosperity. The price of labor is not expected to show much decline.

The following special committees were appointed:

Membership—E. R. Morrison, chairman, Jamestown, N. Y.; Otto Steiner, St. Louis, Mo., and H. B. Sale, Fort Wayne, Ind.

Auditing—L. P. Groffman, chairman, St. Louis, Mo.; H. B. Spencer, Newport, Ark., and H. J. Barnard, Indianapolis, Ind.

Nominating—D. E. Kline, chairman, Louisville, Ky.; B. W. Lord, Chicago, Ill., and E. W. Benjamin, Cadillac, Mich.

J. T. Horne, formerly of Indiana but for the past ten years of Alabama, where he is connected with the J. T. Horne Veneer Company of Tuscaloosa, addressed the meeting on the subject of labor in the future.

His speech turned mostly upon how labor ought to be treated and how it would respond, and he went into details of the policy his company has pursued with its labor and the results reached. It has been his policy to pay laborers half wages during sickness; and if the sickness is long-continued and entails extra hardship on the sick man or his family, the company lends him money to tide him over the difficult period. Workmen who save money during the year are given a bonus of ten per cent of what they save, on the principle that "unto him that hath shall be given." A plan of profit sharing is also in force, and five per cent of the company's profit is prorated among the workmen; and this year the rate was raised to ten per cent.

He does not believe that labor will ever return quite to the low level which it once occupied, because the experience and broader view acquired by soldiers abroad and in the camps at home will be reflected in his future attitude toward his work and his employers.

Some readjustments of labor will be necessary. Millions of men were withdrawn from industrial activities and their places were taken by others; but most of them will come back and many will apply for their old jobs, and the old jobs have been promised to many of them. This will call for rearrangement, and the changes will call for care and judgment.

Mr. Horne said that in what he was about to say he anticipated that some of those present would criticize him; nevertheless, it was his firm conviction that in the past it too often had happened that the laborer did not receive his just share of the profit.

He named the building of roads by the government, or otherwise, as a sensible plan to provide employment for labor, in case the field of employment should grow too narrow as business readjusted itself.

Three duties confront us, as Americans, declared the speaker. We must feed the world; we must supply raw material for much of the world's industries; and we must finance the world to a considerable extent. He did not believe that money would be scarce in the near future, and was convinced that capital would find many places for investment, and opportunities to engage in profitable business would be many.

Reconstruction is in the air these days and business men are hearing of it on every side. The veneer association was fortunate in securing George H. Cushing of Chicago, editor of the Black Diamond, a coal journal, for a talk along the line of sound principles of reconstruction.

The speaker confined himself chiefly to a review of the recent meeting of the National Chamber of Commerce at Atlantic City, where he was a delegate. He had brought away with him a summary or digest of the meeting so far as it related to rebuilding what the war had torn down. He seized upon the salient points of that question and explained the attitudes taken by speakers and interests at Atlantic City, and made clear expositions of the various matters.

He took much the same ground as the preceding speaker, Mr. Horne, and staked out America's task in three parts: To provide food; to furnish money; and to produce necessary raw materials. Each of these is a subject so extensive that it can be mentioned but cannot be adequately discussed in the brief space of a formal talk.

He stated that the salient features of the Atlantic City meeting fall under three heads:

The question of government ownership of resources and utilities.

Industrial co-operation for the benefit of manufacturing, buying, and selling.

The labor problem in all its branches and ramifications.

A paper on the subject of "The Immediate Future of the Veneer and Panel Business," was given by S. B. Anderson of Anderson-Tully Company, Memphis. Hardwood Record will publish this paper in full.

Treasurer E. H. Defebaugh read his annual report in which he showed that the association's condition is excellent. The report gave the following summary of figures:

Cash balance on hand.....	\$1317.29
At the last meeting there was a balance of....	878.60

There are no obligations, and the association is in a sound financial condition.

The treasurer's report was referred to the auditing committee.

The convention then adjourned for lunch, which was served in the meeting room.

Afternoon Session

The afternoon session was opened by an address by C. H. Rodehaver on railroad problems and the particular problem of transportation and rates. He regretted that it was not practicable to take an optimistic view of matters of that kind because the present prospect was that a good deal of unscrambling eggs await the attention of business men. The government took the railroads and caused the discharging of the trained railroad salesmen and clerks, who have found employment elsewhere and the railroads will never get them back. Consequently, when the roads are turned back to their owners, as they soon shall be, a working force along these lines will not be available.

The speaker dwelt at some length on the value of efficient organizations to take up and carry on the work of reconstruction. The situation is now upon the country when no progress can be made in business without organizations prepared to handle it. That fact should be borne in mind by those who expect to take part in the work that lies ahead.

Testing Veneers and Glue

Clyde H. Teesdale of the government laboratory at Madison, Wis., explained to the meeting the work being done by the laboratory in testing veneers, panels, and glue. At the beginning of the war the laboratory had eighty-five men; at its close the number had grown to 460. The cost of the increase had been borne almost wholly by the army and the navy, and most of the work done had been on behalf of the navy or army.

An important work consisted of tests for panels and investigations of glue. The laboratory worked out a system of inspection to meet the demands of airplane work, and trained inspectors to do that work. They had to work from the bottom up, because nothing like that had ever been done. Factories using veneers for government work sent men to the laboratory to be trained in inspection work, after which they returned to their plants.

Waterproof glue received special attention at the laboratory. It was practically unknown in a commercial way two years ago, but such glue was demanded by airplane makers, and it was the laboratory's business to test and experiment. Great variation was found in glues which claimed to be waterproof, and with the best of it much was to be desired. The result of the investigations has been highly satisfactory. Mr. Teesdale stated that it is not unreasonable to claim that the efficiency of waterproof glue has been doubled since the laboratory's tests were begun, and further improvements are now within reach which will provide such glue that will resist water indefinitely, and it will be possible to make boats successfully of waterproof glue.

Educational work along the glue and panel line was announced by Mr. Teesdale, if plans in contemplation can be carried out. A training school is contemplated at the laboratory. Panel manufacturers will have the privilege of sending their men there for instruction in

wood technology and glue properties. A term of about four weeks each year is contemplated, and the men will receive as much intensive training as will be possible in that length of time. It will be free to those who attend so far as instruction is concerned; but those who avail themselves of the training will pay their own living and traveling expenses.

Mr. Teesdale put the question to the association whether the plan would be supported to the extent of sending ten or more men yearly to receive the instruction. A committee was appointed to confer with members and afterwards give Mr. Teesdale an answer. The committee consisted of E. V. Knight, O. C. Lemke, and C. H. Barnaby.

Foreign Trade Prospects

H. H. Merrick, vice-president of the Central Trust Company, Illinois, spoke on the prospect of securing foreign trade for America; and a point which he emphasized was that the business man who has nothing to sell abroad is little less interested in the matter than is the man who expects to ship his product across the seas, because it is general prosperity that counts most, and all people share in general prosperity.

He believed that a market for American panels can be found in the Spanish American countries south of us; but he expressed doubts whether we would be able to sell many panels in Europe, for the reason that they could make panels in Europe cheaper than we could make them here and ship them across. He stated that today a shipment from New York to South America can be made by way of Liverpool for thirty-three per cent less than the same shipment can be made direct. He believed that our salvation lay largely in ships to carry our products. He ridiculed the idea of the "freedom of the seas," and said 100,000,000 people in America and 400,000,000 in Europe did not know what was meant by it. But what we do understand, and what counts for something is ships for a merchant marine. The ships which will carry merchandise cheapest and best will get the business, whether the ships fly our flag, England's, or some other.

The speaker declared that we were unprepared for war and now we are equally unprepared for peace. We might have suffered from unpreparedness in the first instance, and we may suffer almost as much from the same thing in regard to peace. We trusted to Providence to save us from the results of unpreparedness for war, and some people believe that Providence did so; but we were saved not by Providence but by the British navy. If we now trust to be saved from the results of not being prepared for peace, who is going to do the saving? Shall we again trust Providence? or the British navy?

Discussion of Labor

At the close of the regular program, a general discussion of labor matters was taken up. B. W. Lord read a carefully prepared paper on the situation confronting the country, including industry and labor, and several

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CABINETS, CHAIRS
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Made of

QUARTERED OAK
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PLAIN OAK
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FLAT OR BENT WORK Machined or in Panels
With or Without Part Cabinet Work Finished or in the White

SEND US YOUR SPECIFICATIONS

WISCONSIN CABINET & PANEL CO.
NEW LONDON, WISCONSIN

We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3' 8" to any thickness and length

VENEERS, 1' 20" to 5' 16" incl., up to 22 feet long

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FT. WAYNE, IND.



Reg. U. S. Pat. Off.
Est. 1867
Inc. 1904

All our log-cabin lumber is cut from the best of the Northern Grown Hardwoods.

(Continued from page 26)

others spoke along the same line, advancing ideas and expressing theories. The tendencies of the talks were favorable to bonuses, premiums, or percentages of some kind, under which labor might be remunerated for good service. There was no general agreement as to method, but not much disagreement as to the purposes in view. It was generally admitted that each shop, plant, or project has its own problem, and a solution of one may not apply to another.

The association dinner was held in the south parlor of the Auditorium hotel on Tuesday evening and was a very enjoyable affair. The entertainment features were furnished by the Benson Amusement Exchange, and the various musical and vocal numbers met with hearty applause.

The nominating committee submitted the following list, which was adopted unanimously:

President, S. B. Anderson, Memphis, Tenn.

First vice-president, J. D. Maris, Indianapolis, Ind.

Second vice-president, Nathan M. Willson, Jamestown, N. Y.

Third vice-president, O. C. Lemke, Wausau, Wis.

Secretary, Howard S. Young, Indianapolis, Ind.

Treasurer, E. H. Defebaugh, Chicago, Ill.

National Councillor to the Chamber of Commerce of the United States, B. W. Lord, Chicago, Ill.

The auditing committee reported that they had examined the treasurer's accounts and found them correct in

every particular.

New Members

The membership committee made the following report, and on motion duly made, seconded and adopted, these concerns were admitted to membership in the association:

Dean-Spicker Company, Chicago, Ill.

John W. Roberts & Co., New Albany, Ind.

Frost's Veneer Seating Company, Sheboygan, Wis.

Setter Bros. Company, Cattaraugus, N. Y.

Southwestern Veneer Company, Cotton Plant, Ark.

W. T. Thompson Veneer Company, Edinburg, Ind.

Haskelite Manufacturing Corporation, Grand Rapids, Mich.

Attendance

S. B. Anderson, Memphis, Tenn.

J. S. Anderson, Munising Woodenware Company, Munising, Mich.

H. F. Armeman, Chicago, Ill.

W. B. Axford, The Napco Corporation, Indianapolis, Ind.

R. S. Bacon, R. S. Bacon Veneer Company, Chicago, Ill.

Douglas Banfield, The Barrel & Box, Chicago, Ill.

Chas. H. Barnaby, Greencastle, Ind.

H. J. Barnard, Central Veneer Company, Indianapolis, Ind.

E. W. Benjamin, The Cadillac Veneer Company, Cadillac, Mich.

H. Brooke Sale, Hoffman Bros. Company, Ft. Wayne, Ind.

S. M. Bush, Southwestern Veneer Company, Cotton Plant, Ark.

E. H. Defebaugh, The Barrel & Box, Chicago, Ill.

P. H. Donaldson, L. & I. J. White Company, Buffalo, N. Y.

H. L. Doty, J. J. Nartzik, Chicago, Ill.

G. B. Doppes, Nickey Bros., Inc., Memphis, Tenn.

M. C. Dow, Goshen Veneer Company, Goshen, Ind.

Frank Eggers, Eggers Veneer Seating Company, Two Rivers, Wis.

Frank F. Fish, National Hardwood Lumber Association, Chicago, Ill.

Geo. L. Frost, Frost Veneer Seating Company, Inc., Sheboygan, Wis.

S. J. Glanton, Chicago Veneer Company, Chicago, Ill.

L. P. Groffmann, St. Louis Basket & Box Company, St. Louis, Mo.

H. A. Hageman, National Veneer & Lumber Company, Indianapolis, Ind.

(Continued on page 31)

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Illustrating the beauty of Figured Red Gum for interior trim.

Figured Red Gum Veneer Our Specialty

FIGURED GUM, finished natural, is the most artistic and attractive wood produced in North America today. The tones and markings are unusual and distinctive. While highly pleasing, it does not tire the eye, or grow monotonous, but rather endears itself to you with age.

A beautiful panel 14 x 22" in two finishes, will be sent free of charge upon request to those interested.

CONCENTRATE YOUR PURCHASING

through buying Figured Red Gum, Rotary Cut Gum and Poplar Veneer.
Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims.
Sawed and Sliced Quartered White Oak.

IN CARS WITH

Bandsawed Hardwood Lumber (stenciled N. B.)
We carry 7,000,000 feet in stock.

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE



All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Mr. Furniture Man:

Is WALNUT getting scarce?

We say, emphatically, No!

You can secure WALNUT for all your requirements for the next several years.

Do not hesitate to adopt WALNUT for your LEADING LINE.

We can furnish your requirements in:

Veneers
Dimension Stock
Lumber

Walnut Exclusively

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Clara Ave., near Natural Bridge

St. Louis, Missouri

J. N. Hanver, Geo. W. Hartzell, Piqua, Ohio.
 Geo. W. Hartzell, Piqua, Ohio.
 E. E. Hemingway, Wisconsin Timber & Land Company, Matton, Wis.
 H. S. Holden, Hardwood Mills Lumber Company, 1423 Monadnock building, Chicago, Ill.
 J. T. Horne, J. T. Horne Veneer Company, Tuscaloosa, Ala.
 H. F. Ingram, Stout Lumber Company, Thornton, Ark.
 Chas. J. Kammer, Lewis Thompson & Co., Astoria, L. I.
 D. E. Kline, Louisville Veneer Mills, Louisville, Ky.
 E. V. Knight, New Albany Veneering Company, New Albany, Ind.
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 B. W. Lord, Chicago Veneer Company, Chicago, Ill.
 E. J. Lukens, Geo. W. Hartzell, Piqua, Ohio.
 E. L. McLallen, Jr., Nickey Bros., Inc., Memphis, Tenn.
 J. M. McLaughlin, Wisconsin Cabinet & Panel Company, New London, Wis.
 Edw. D. McConnell, Bureau of Aircraft Production, Washington, D. C.
 J. D. Maris, Indianapolis Sawn Veneer Company, Indianapolis, Ind.
 H. W. Marsh, Indianapolis, Ind.
 T. A. Marshall, Wisconsin Veneer Company, Rhinelander, Wis.
 J. H. Mather, Ohio Knife Company, Cincinnati, Ohio.
 H. W. Maxwell, HARDWOOD RECORD, Chicago, Ill.
 E. W. Meeker, HARDWOOD RECORD, Chicago, Ill.
 B. M. Minigus, Dean-Spicer Company, 2245 S. Crawford Ave., Chicago, Ill.
 R. Z. Morrison, Warren Veneer & Panel Company, Warren, Pa.
 E. R. Morrison, Jamestown Panel Company, Jamestown, N. Y.
 Chas. P. Mulherin, Augusta Veneer Company, Augusta, Ga.
 M. H. Parton, Grand Rapids Veneer Works, Grand Rapids, Mich.
 Thomas D. Perry, Grand Rapids Veneer Works, Grand Rapids, Mich.
 E. K. Prichett, Haskelite Manufacturing Corporation, Grand Rapids, Mich.
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 John N. Roberts, John N. Roberts & Co., New Albany, Ind.
 Joseph W. Roche, Grand Rapids, Mich.
 C. H. Rodehaver, Traffic Manager, National Basket and Fruit Package Manufacturers, St. Louis, Mo.
 Frank A. Sanborn, Ideal Coated Paper Company, Brookfield, Mass.
 Paul A. Setter, Setter Bros. & Co., Cattaraugus, N. Y.
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 G. W. Sparks, Des Arc Veneer Company, Des Arc, Ark.
 J. D. Staples, The Northwestern Cooperage & Lumber Company, Gladstone, Mich.
 O. G. Steiner, Schoenlau-Steiner Trunk Top & Veneer Company, St. Louis, Mo.
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The writer was recently in the permanent building exhibit installed in the Insurance Exchange building in Chicago, and bumped into an exhibit of high-class veneers, shown in the form of built-up panels. The panels were shown finished and unfinished, and the woods displayed included mahogany, American walnut, figured gum, Circassian walnut and cedar.

The salesman in charge of this exhibit explained that many architects visit Chicago looking for ideas regarding interior trim, and that they show decided interest in an exhibit of this kind, which gives them a definite suggestion as to how certain woods would look when installed in an office building, residence or school. As a result of this exhibit, not only have certain particular varieties been specified, but the products of the company showing the panels have actually been called for in the specifications put out by architects.

This is right in line with the contention made heretofore in HARDWOOD RECORD, that more attention should be paid to the architect. The latter is not particularly busy just now, as far as

actual work is concerned, but he is planning many buildings which will be erected as soon as the war is over. He should not be neglected just because building operations are quiet, but should be kept after so that when construction work is again active, he will be sold on wood for interiors, and on the particular class of wood you have to offer.

Half of all the veneer produced in this country is made in the following eight states: Illinois, Michigan, Florida, Wisconsin, Indiana, Tennessee, Missouri, and Arkansas. The states are here named in the order of their importance, the largest producer being Illinois, and the least Arkansas. Some of these owe their importance as veneer producers to the abundance of good timber within their borders, while others are important because they are situated in manufacturing regions where markets are good. The annual cut of veneer in Illinois exceeds 35,000,000 feet, log measure, and that in Arkansas runs over 26,000,000.

WANTED TO BUY PROCTOR TEXTILE VENEER DRYER

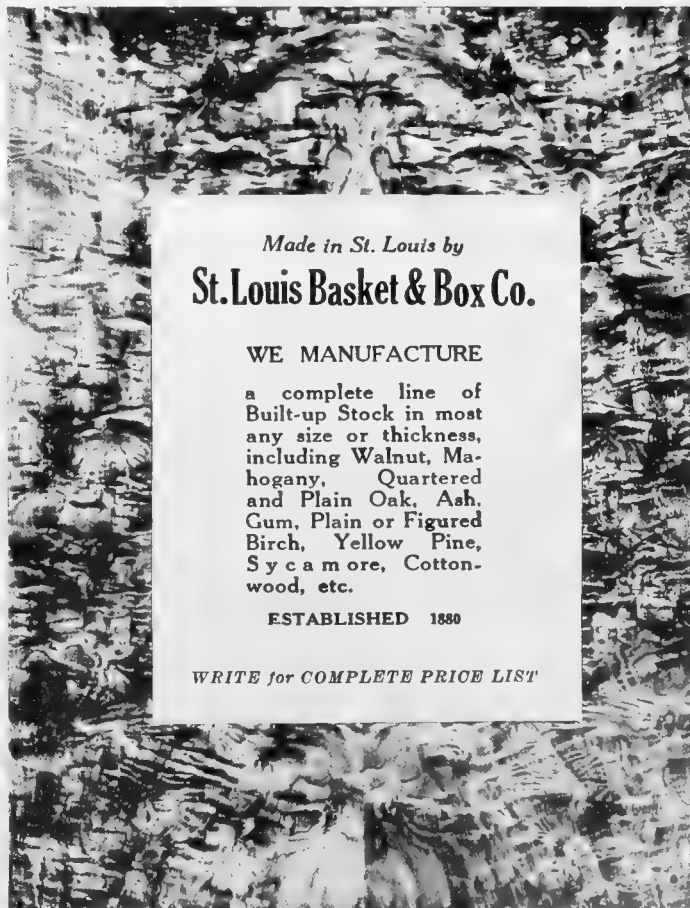
in good condition.

Address "Box 125," care HARDWOOD RECORD.

VENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.



Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
 a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Mahogany,
 Quartered and Plain Oak, Ash,
 Gum, Plain or Figured Birch,
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The salesman in charge of this exhibit explained that many architects visit Chicago looking for ideas regarding interior trim, and that they show decided interest in an exhibit of this kind, which gives them a definite suggestion as to how certain woods would look when installed in an office building, residence or school. As a result of this exhibit, not only have certain particular varieties been specified, but the products of the company showing the panels have actually been called for in the specifications put out by architects.

This is right in line with the contention made heretofore in **HARDWOOD RECORD**, that more attention should be paid to the architect. The latter is not particularly busy just now, as far as

actual work is concerned, but he is planning many buildings which will be erected as soon as the war is over. He should not be neglected just because building operations are quiet, but should be kept after so that when construction work is again active, he will be sold on wood for interiors, and on the particular class of wood you have to offer.

Half of all the veneer produced in this country is made in the following eight states: Illinois, Michigan, Florida, Wisconsin, Indiana, Tennessee, Missouri, and Arkansas. The states are here named in the order of their importance, the largest producer being Illinois, and the least Arkansas. Some of these owe their importance as veneer producers to the abundance of good timber within their borders, while others are important because they are situated in manufacturing regions where markets are good. The annual cut of veneer in Illinois exceeds 35,000,000 feet, log measure, and that in Arkansas runs over 26,000,000.

WANTED TO BUY PROCTOR TEXTILE VENEER DRYER

in good condition.

Address "Box 125," care **HARDWOOD RECORD**.

VENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
 Built-up Stock in most
 any size or thickness,
 including Walnut, Mahogany,
 Quarters and Plain Oak, Ash,
 Gum, Plain or Figured
 Birch, Yellow Pine,
 Sycamore, Cottonwood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

Spanish	} lumber or veneer
Cedar	
Mexican	
Mahogany	
African	}
Mahogany	

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
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Quality—None Better

We guarantee that the process used
in the manufacture of Kane Vege-
table Veneer Glue, and also the dis-
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recently construed by the Court of
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The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

**22nd St. and So. Crawford Ave.
CHICAGO**

(Continued from page 24)

but in beech the contrast is so strong that heart and sap flooring do not harmonize if laid side by side, and selection in regard to color is made somewhat carefully.

Both beech and maple flooring may be quarter sawed and a figure of small, pleasing pattern is developed in each; but it is not often considered worth while doing it for the figure alone. The quartered figure in beech is more prominent than in maple. Beech never exhibits birdseye or wavy figure, while it is rather common with maple.

In point of durability, so far as decay is concerned, little difference exists between maple and beech. If the wood is kept dry, decay has little effect on either. Sometimes floors are wet most of the time. That may be the case in mills and factories, and under such circumstances, beech flooring is better than maple. It resists wear better. Water does not soften it much.

Sugar maple is not the hardest American wood, and some that are harder but are not now in much use as flooring, present possibilities in that line. Fourteen woods harder than sugar maple are given in the following list, and the list might be considerably extended. Bearing in mind that maple's hardness, side test, is repre-

sented by 2,000, the following woods and figures may be compared with it:

Wood	Side Hard-ness	End Hard-ness	Wood	Side Hard-ness	End Hard-ness
Honey locust	2,030	1,600	Witch hazel	2,560	1,940
Pacific post oak	2,090	1,780	California Madrone	2,620	1,930
Sweet birch	2,090	1,490	Mountain ivy	2,670	2,180
Pear tree	2,270	1,680	Flowering dogwood	2,980	2,530
Western white soft wood	2,330	1,800	Hornbeam	3,150	2,390
Pecan	2,370	2,140	California live oak	3,360	3,150
Service	2,490	2,030	Persimmon	3,730	3,150

In point of wearing qualities, persimmon is probably the best floor wood of this country. It ought to last twice as long as maple, but so far as statistics show, no persimmon flooring is manufactured in the United States. The wood is not very plentiful and is more valuable for other things. It was proved in a Philadelphia store where the wear was excessive, that maple floors outlast marble. The period of service which persimmon flooring would give is unknown, and it is reasonably certain that some of the extraordinarily hard tropical woods, *lignum-vitae* for one, would last still longer.



Pertinent Legal Findings



Discrimination by Carriers

A contract between plaintiff railway company and defendant lumber company, entered into in 1899, covered traffic arrangements governing the movement of defendant's logs to the mill, and contained a clause to the effect that defendant should not be held to demurrage charges. This clause is held by the Michigan supreme court to be invalid as involving unjust discrimination against other shippers who are required to pay \$1 per day demurrage after two days' free time. The 1909 statute of Michigan, which forbids discrimination between shippers, applies to demurrage charges as well as transportation charges proper. That the contract was made before this statute was enacted does not exempt it from the operation of the law, since all contracts with common carriers are subject to exercise of the state's regulatory powers. (Michigan supreme court, Grand Rapids & Indiana Railway Co., 168 Northwestern Reporter, 961.)

Unguarded Circular Saws

Affirming judgment in favor of the estate of an employee in a woodworking establishment, who was fatally injured through a board being thrown against him by a circular rip saw which he was operating, it is held by the Iowa supreme court that an employer's statutory duty to properly guard such saws is not discharged by installing such guard as may be used or laid aside by the operator at his caprice, and an employee does not assume the risk of his employer's failure to provide a proper and permanent guard, unless he encounters a danger so obvious that a workman of ordinary prudence would not encounter it under the same circumstances. (Nodland vs. Kreutzer & Wasem, 168 Northwestern Reporter, 889.)

Passing of Title to Lumber

The case of Hubbard vs. Ellis & Myers Lumber Co., 96 Southern Reporter, 754, reviewed by the Virginia supreme court of appeals recently, involved a controversy between creditors of a lumber manufacturer and defendant company, which had contracted to buy lumber from such manufacturer and had made advances thereon. The precise point in dispute was as to whether defendant company had become vested with title to certain quantities which had been manufactured under the contract and piled on sticks. Deciding the case in defendant's favor, the court holds that although it is impossible for legal title to personal property to pass to a buyer until it has actually come into existence—as in the case of lumber to be specially manufactured for a buyer—

title may pass immediately thereafter, or not, according to the expressed intention of the parties. If consistent with such intention, title to lumber may be deemed to have passed to the buyer, although there has been no physical delivery, although the manufacture may not have been completed, although there may have been no inspection on the part of the buyer, although there may have been no grading or ascertainment of quantity, and although there may have been no payment on the price. In this case, the court determined the question of passage of title in accordance with an expressed agreement between the manufacturer and the defendant that title should pass on the lumber being placed on sticks on certain premises.

Sales of Standing Timber

A contract for a conveyance of standing "merchantable timber" carries with it all timber, whatever its size, that had at the date of the contract, or may have during the life of the contract, a commercial value in the particular locality, for the purpose of manufacture into lumber, or for any other purpose.

And a clause in a contract of this kind providing for payment of one-half of the cash consideration when "transfer papers are properly gotten up" makes the payment due when the grantor furnishes a conveyance properly acknowledged for recordation. (Virginia supreme court of appeals, Adams vs. Hazen, 96 Southern Reporter, 741.)

Defense of Personal Injury Suits

In a suit against a lumber manufacturing company for injury to one of its employees while operating a planing machine, or in any other personal injury suit, it is improper to permit the jury to consider the fact that the company carries insurance indemnifying it against liability, or that an attorney of the insurance company is defending or directing the defense of the suit. The reason for this rule is that these facts have no legitimate bearing upon the question whether the employer has been guilty of actionable negligence producing the plaintiff employee's injury. (Alabama supreme court, McLain vs. W. T. Smith Lumber Co., 79 Southern Reporter, 370.)

Along some parts of the Atlantic coast where hickory is not very abundant, ax handles are made of young, tough white oak. The finished handle is boiled in oil until it soaks up all it will hold. That is supposed to make the handle tough and elastic.

Many Priority Restrictions Removed

In order that the lumber industry may be placed in a position to meet whatever demand may exist from time to time, and to produce and distribute its product free from any conditions which might prove either restrictive or burdensome, the priorities division has removed many of the restrictions on non-war construction, and has removed all restrictions upon the production of lumber. This division further assures the industry that it will so far as it may properly and consistently do so, give the assistance necessary to enable the members of the industry to secure fuel, materials, equipment or supplies, transportation and labor necessary for effective operation. The industry is reminded, however, that there are certain kinds of construction that may still not be permitted under the non-war construction program as it has been revised. Further modifications in the non-war construction program will doubtless be made from time to time.

Winning by Hard Work

The story of the success in the lumber business achieved by Albert Deutsch, president of the Southwestern Hardwood Manufacturers' Club, composed principally of Texas and Louisiana hardwood operators, affords proof that energy and perseverance will win when properly directed.

Mr. Deutsch was born in Indiana. He was early thrown on his own resources and contributed to the support of the family when still quite young. By the time he attained his twenty-first year he was in business for himself, as the proprietor of a village store at Oakland City, Ind. This venture gradually led him into the lumber business, his first mills being located in southern Indiana. He continued here till 1893, when he sold out and opened up a mill at Marianna, Ark., the firm being the Indiana and Arkansas Lumber & Manufacturing Company, which operated on St. Francis basin timber.

Mr. Deutsch specialized on red gum, being particularly successful in establishing it abroad as satin walnut.

About 1897 Mr. Deutsch bought out his partners in the Marianna property and during the following five years he operated the plant alone. At the end of that time he sold the property to Charles F. Luehrmann Hardwood Lumber Company.

In 1902 Mr. Deutsch sold out in Arkansas and went to Texas, where he gradually broke into the lumber business again. Before long he became interested in the hardwoods in southeastern Texas, and became a large purchaser of timber in the vicinity of the Sabine river. He built a mill in 1905 and found a high grade of timber ready for conversion into lumber. He cut out here in 1914 and in 1915 bought a tract of 35,000 acres in Louisiana after careful examination. Soon after he bought a pine mill that would handle the pine on his tract. He planned and built one of the largest hardwood mills in the country. It is located at Oakdale, La., and is a double band, with all the latest improvements.

The capital stock of the company has been recently increased and the name changed from the Sabine River Lumber & Logging Company to Hillyer-Deutsch-Edwards, Inc. The plans of the company call for the building of a dimension mill at an early date.

Not a horse, mule, or ox is found in the woods or at the plants. All the hauling, loading, and yarding are done by steam or gasoline. The hauling equipment consists of fifty-six cars and three locomotives, and two Clyde skidders, and two loaders. With this modern equipment the logging operators are carried on in the most efficient manner and with economy and satisfaction.

Hillyer-Deutsch-Edwards (Inc.) have timber resources to last fifteen to twenty years. About sixty per cent of the hardwoods is oak. Mr. Deutsch declares that he has seen no better oak in his experience in four different hardwood producing sections. The white oak is genuine forked leaf white oak of about the same quality as the Mississippi forked leaf. But his average is better than that of Mississippi and Arkansas, he says, because he has no overcup or post oak. It is especially good for finish and possesses a very close heart, allowing always for boxing the heart in making timbers. There are no shakes or splits in the heart of this oak, making it particularly valuable for timbers.

Furniture Material Cost in England

It may be of interest to study the present cost of furniture material in England, compared with the cost four years ago. The figures are from the London Furniture record:

Web costs five times as much as in 1914.
Springs, seven times as much as in 1914.
Covers, three times as much as in 1914.
Stuffing, seven times as much as in 1914.
Twine, four times as much as in 1914.
Tacks, five times as much as in 1914.
Wood, seven times as much as in 1914.
Gimp, five times as much as in 1914.
Polish, five times as much as in 1914.
Castors, six times as much as in 1914.
Labor, nearly twice as much as in 1914.

African Hardwoods Available

A report by W. J. Yerby, U. S. consul at Dakar, Africa, a few months ago, says that he has been requested by the governor general of French West Africa to call attention to the almost inexhaustible supply of best-quality mahogany and "okoumé" obtainable in the Gabon, French Kongo. These woods may be secured in unlimited quantities at present at much lower prices than are now being paid for other West African woods.

Two representatives of a company holding large concessions in the Gabon, with exporting offices at Cape Lopez, Gabon, have visited this consulate, upon the advice of the governor general, to interest American importers of mahogany. [The address of this company may be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices upon referring to file No. 165806.] They claim that both the "okoumé" and the mahogany have been used with success in connection with aeroplane construction in France. The "okoumé" is used principally for making ply boards, veneer, etc.

The effect of the soil and climate where a tree grows is as noticeable in the quality of the wood produced as is the effect of feed and shelter on live stock. Good soil and suitable climate make strong, solid wood; and first-class pasture and covering as protection against rain and cold help greatly in the production of prime beef, mutton, and pork. The same rule holds.



ALBERT DEUTSCH, PRESIDENT



F. L. HILLYER, SECRETARY



J. B. EDWARDS, VICE-PRESIDENT AND
GENERAL MANAGER

THERE IS PLENTY OF WALNUT

The close of the war shows more walnut in sight than was dreamed of before. War needs caused a thorough canvass and brought to light vast quantities of trees before unknown. Manufacturers are now fully stocked on logs and have a permanent supply of standing timber ahead. Lumber consumers can proceed with the positive assurance that all present and future lumber and veneer needs can be handled even better than before the war.

Write

GEO. N. LAMB, *Secretary*
McLachlen Bldg., Washington, D. C.

American Walnut Mfrs' Association

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

The Cost of Power

There has never been a time in the history of our manufacturing industries when power cost was more generally considered than now. It matters not that you may have paid in the form of waste for your own power needs. The scarcity of fuel has advanced power costs sharply and may seriously limit power consumptions in many lines before the winter is over. And when it comes to limiting and shutting down industries the curtailment will in the main fall on all alike in a given industry. We had a little touch of that last winter when woodworking plants, getting their power fuel from waste, were refused permission to run when the shortage of coal necessitated the closing of other factories. One of the lessons we should get from all this is that power is an item in cost that should be figured much higher than in the past, especially among plants using waste for fuel.

Spools to Be Smaller

War regulations have hit the spools used for thread in sewing and yarn in weaving. The official announcement says that the size of spools now in use for winding carpet and button threads is to be reduced by at least 50 per cent, without any reduction in yardage, and the number of colors manufactured for stock is to be reduced as far as possible. For the manufacturing trade tubes and cones are to be substituted where possible for wooden spools. One of the largest manufacturers of cotton thread reports that under the plan of conservation he will save next year 407,379 pounds of wrapping paper; 9,774 pounds of twine, and 5,146,815 feet of lumber. No estimate has been made of the savings in cardboard boxes, nails, etc., used in the industry.

Resurrection of the Wooden Bridge

War is bringing the wooden bridge back. Steel is so expensive now that wood is cheaper and is getting the call. This applies chiefly to highway bridges, for wood is not strong enough for very long and large railroad structures which must carry heavy loads and sustain great strain. For the ordinary highway bridge, wood is as good as steel in nearly every respect, and in some ways it is better. In the days of turnpikes, from fifty to a hundred and fifty years ago, wooden bridges were roofed with shingles, like houses, and the sides were weather boarded to keep the timbers dry. Thus protected, the bridges stood as well as houses. They needed occasional repairs, such as roofs, paint and floors. Bridges of that kind are still standing that were built seventy-five years ago.

Builders of wooden bridges in the old days selected their wood from the best available. Yellow poplar and white pine were favorites when they could be had. Oak is heavy and for that reason it was not generally used; yet heavier woods occasionally found place as bridge timbers. A long bridge across the Susquehanna river in Pennsylvania was largely of locust, and it stood a long time.

A well built wooden bridge, protected against the weather, requires no more repairing than a steel structure, and the claim has been made that it will last longer. The high price and great shortage of steel beams at this time ought to call attention to wood as bridge material.

Clubs and Associations

Prize Essays on Forestry

The North Carolina Forestry Association will next year continue its custom of giving cash prizes for the three best essays on forestry written by high school pupils in the state. The prizes are \$10, \$5, and \$3 respectively, and the subject this time will be "Roadside Trees."

Bobsleds to Remain Forty-four Inches

The makers of bobsleds who belong to the National Implement and Vehicle Association, intend retaining the standard track width at forty-four inches. This was agreed upon for the next two years, from July 1, 1919. The track of forty-four inches was voted the standard at the meeting of the bobsled manufacturers last September.

Knoxville Lumbermen's Club Expanding

The Lumbermen's Club of Knoxville, Tenn., has taken measures to increase its membership and extend its influence. Invitations have been sent to lumber manufacturers and wholesalers of eastern Tennessee to become members, and arrangements have been made to provide ample club room. The secretary is Henry C. Kopeke, and the committee of arrangements consists of Harry Saxton, Carl F. Maples, and J. R. Williams.

British Want Oak Squares

The Hardwood Manufacturers' Association, Cincinnati, made public the following information on November 23:

The British War Mission, 1735 Equitable building, 120 Broadway, New York city, is in the market for the following white oak squares: 5 cars $1\frac{1}{2} \times 1\frac{1}{2}$ ", length 30 and 36"; 10 cars 2×2 ", lengths 30, 32, 36, 42 and 48", principally 30"; 5 cars $2\frac{1}{2} \times 2\frac{1}{2}$ ", lengths same as 2"; 5 cars 3×3 ", lengths 28, 30, 32 and 36"; 5 cars $3\frac{1}{2} \times 3\frac{1}{2}$ ", length 26"; 5 cars 4, $4\frac{1}{2}$ and 5" square, equal proportions of each, in lengths of $4\frac{1}{2}$ to 6 feet.

They require strictly prime quality stock, uniform thickness and width, to be full thickness and width when dry. It will be necessary to have

the stock put up in bundles securely tied with wire. Stock will be accepted either dry or shipping dry.

Prices are required per one thousand feet, f. o. b. cars with shipping rate of freight named to New York, Baltimore, Philadelphia, Boston and New Orleans.

Persons interested in this inquiry will please quote prices direct to the British War Mission at the above address, marking quotations for the attention of R. S. Courtney, deputy director of purchases, referring to Section "L," Dunnage, Application 1385.

Hardwood Manufacturers' November Stock Report

The Hardwood Manufacturers' Association of the United States has sent to its members a detailed statistical table showing the status of green and dry stocks on hand October 1 and November 1, 1918. The figures give 73,821,000 feet as the amount of green hardwoods on hand October 1, with 76,176,000 feet for November 1, while the dry stocks for the corresponding months were: 267,045,000 feet and 250,107,000 feet respectively, making the decrease in all hardwoods reported 14,581,000 feet.

Status of the Bulkheading Measure

The traffic committee of the National Lumber Manufacturers' Association has urged that immediate steps be taken to bring the bulk heading matter to an issue before the railroad administration and in the event that an agreement cannot be reached with that body to submit the entire matter to the Interstate Commerce Commission before being put into effect; that the necessary legal proceedings be taken to protect the interests of the lumber industry.

Trade Policy Urged

The National Foreign Trade Council, with headquarters in New York, has formulated one of its policies in the shape of resolutions which have been widely published. One urges the completion without abatement of the construction program of the United States Shipping Board, and the other urges the closest coordination between the army, navy, the War Trade Board, the United Shipping Board, and the Food Administration, in order to minimize the disadvantageous effects of the war restrictions upon exports and imports, pending complete removal of such restrictions.

Recommend Return to Competitive Prices

John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, who attended a recent conference with the forest products section of the United States railroad administration, says that he and others who took part therein recommended to the officials in charge of that department the return, as soon as possible, to purchase of lumber for the use of the government on pre-war terms and prices, which were determined by the laws of supply and demand.

He says the officials took the recommendation under advisement, but that they have not communicated to him any decision they may have reached.

Seek Through Bills for Export

Officials of the Southern Hardwood Traffic Association are expecting more definite advices from Washington regarding through bills of lading on shipments of hardwood lumber and forest products overseas and regarding removal of restrictions on exports of these commodities.

Through bills of lading are not obtainable at present, and there is noteworthy shortage of steamships for the handling of cargoes of lumber and forest products overseas. The export department of the association is looking after charter of sailing and other vessels, but comparatively little progress is being made for the reason that there are so few boats obtainable.

There are indications that through bills of lading, with certain notable reservations, will be made in the immediate future on exports of cotton, but there is nothing reaching this point suggestive of such action in connection with exports of lumber and forest products.

Conditions Forecasted at Baltimore

The forty-fourth annual meeting of the Lumber Exchange of Baltimore was held at the Merchants' Club on Monday, December 2. Parker D. Dix, president of the exchange, gave an analysis of prospects for lumber. He commented on the present quiet condition, stating that we are but awaiting the command to come forward and that there are busy times ahead for all. He said that both domestic and foreign demand will be heavy. According to Mr. Dix, mill stocks are below normal and badly broken, and with the winter coming on there is little chance of restocking completely.

Mr. Dix reviewed the past year's business, commenting on the new and varied experiences resulting from war conditions and government control of industries and shipping. In spite of all this difficulty, the year appears to most operators to be a comparatively satisfactory one.

John L. Alcock spoke at the banquet following the meeting. He declared that reconstruction would take every ounce of energy of the association.

Ridgeway Merryman, chairman of the inspection committee, reported that 66,766,210 feet of lumber had been inspected by the exchange during the last year, this being 17,000,000 feet less than the year before. Of this quantity hardwoods furnished 3,998,868 feet.

According to the report, the seeming decline in the volume of business was contributable to the long period during last winter when the Chesapeake Bay was frozen over and vessels could not move and to the embargoes of the last few months. Mr. Merryman reported that there was not a single dispute on any of the association's inspections.



Godfrey Conveyors

Will handle your logs by Power.

Investigate!

JOHN F. GODFREY

Durable—Simple—Economical

Immediate Deliveries

Dept. 4

Elkhart, Ind.

There then followed the reports of the secretary and treasurer and of the transportation committee.

The election of officers showed the following results:

President—Pembroke M. Womble, Georgia Pine Company.

Vice president—W. Hunter Edwards, B. W. Edwards & Son.

Secretary-treasurer—L. H. Gwaltney, American Lumber Company (re-elected).

The more elaborate character of the banquet showed the return to peace times.

William Ingle, president of the Baltimore Trust Company, assured the lumbermen of ample bank credits and stated that but for the new currency statement, the war loss and their financial requirements of the war would have caused a tremendous panic.

George Whitlock spoke on the desirability of setting aside the jurisdiction and registration measures seemingly made necessary by the war and returning again to the basis of our constitutional legal system. Newly-elected President Womble called attention to the fact that thirty-four years ago he had been similarly honored and that he still counted himself a young man and felt himself entirely equal to his new duties. Toast-master Rufus K. Goodenow handled the affairs of his office with his customary happy manner.

Fight On for Memphis Offices

W. C. Bonner of J. H. Bonner & Sons, Memphis and Heth, Ark., will make the race for the presidency of the Lumbermen's Club of Memphis for the ensuing year. His opponent will be H. J. M. Jorgensen, Jorgensen-Bennett Manufacturing Company. They were placed in nomination to head the red and blue tickets, respectively, at the regular semi-monthly meeting of the club held Saturday, December 7, and the campaign was formally opened at that time. Those nominated for first vice-president, second vice-president, secretary-treasurer and directors are given herewith:

For first vice-president—Red, Roy Martin, Nickey Bros., Inc.; blue, J. V. Rush, Moffett, Bowman & Rush.

Second vice-president—Red, W. E. Hyde, Hyde Lumber Company; blue, Sam Thompson, Anderson Tully Company.

Secretary-treasurer—Red, J. Staley Williford, Bellgrade Lumber Company. Blue, J. Staley Williford, Bellgrade Lumber Company.

Directors—Red, C. L. Wheeler, J. W. Wheeler & Co.; T. H. Welsh Lumber Company, and H. W. Darby, H. W. Darby Lumber Company. Blue, R. G. Hudson; R. T. Cooper, Memphis Band Mill Company, and F. A. Conkling, Korn-Conkling Lumber Company.

The election will be held Saturday evening, December 14, on the sixth floor of the Chamber of Commerce building. F. E. Stonebraker will be in charge. He will name his own assistants. The polls will open promptly at 7:30 p. m. and close at nine o'clock.

These elections are the most hotly contested events of each year, and indications are that there will be plenty of interest in this one. Already the candidates and their friends are hustling for votes and are subordinating all other activities to this all-important task.

With the Trade

Death of Lieutenant Percy M. Hall

Announcement has been received of the death of Lieutenant Percy M. Hall of the Milne Lumber & Manufacturing Company, New York City, and Milne, Hall & Johns Company, Cincinnati. He was killed in action September 29, 1918, at Le Cateau, France. He belonged to Company I, 107 Infantry.

Comparison of Costs and Profits

Every manufacturer today more than ever before must watch carefully his production costs in order to arrive at any accurate figures covering his profits, and the lumber producers are among those giving special attention to this phase of their business. An instance of this is shown in the figures compiled by the Gideon-Anderson Lumber & Mercantile Company of Gideon, Mo., and St. Louis, the latter being its general sales office. This company's average production cost for a ten months' period ending October 31, was \$26.66 per thousand feet of hardwood lumber manufactured against \$29.69 as the average selling price, leaving \$3.03, from which must be deducted taxes and interest on investment. Thus, W. P. Anderson, the president of the company, states, it will be seen that the profits per thousand feet average only about \$1.50.

Now that no more men will be inducted into the army, and labor will

gradually become more settled, Mr. Anderson feels the future will bring good things for hardwood manufacturers.

Change in British Firm

The firm of Alfred Dobell & Co., Liverpool, Eng., recently issued the following statement indicating statement of partnership:

Notice is hereby given that the partnership heretofore subsisting between us, Alfred Dobell, Charles Owen Hughes, Alfred Temple Dobell and Robert Lyle Dobell, carrying on business at Liverpool and London (England), in the city of Liverpool, under the style or firm of Alfred Dobell & Co., as timber brokers, has been dissolved by mutual consent so far as regards the said Charles Owen Hughes, who retires from the firm as on and from the thirtieth day of September, 1918. All debts due to or owing by the said late firm will be received and paid by the said Alfred Dobell, Alfred Temple Dobell and Robert Lyle Dobell, who will continue the said business under the present style or firm of Alfred Dobell & Co. at the above address. Dated this twentieth day of October, 1918.

HARDWOOD LUMBER

OAK, HICKORY, COTTONWOOD AND ELM, LOG RUN

OAK AND HICKORY WAGON STOCK

HICKORY AND OAK CORDWOOD

— SAW DUST —

NAT. S. GIVENS, Shady Point, Oklahoma

WE MANUFACTURE bandsawed, plain and quarter sawed

WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implementation, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

Still Better Service

TO YOU IS OUR
MOTTO FOR 1919

Hardwoods Especially



Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

Swain-Roach Lumber Co.

SEYMOUR, IND.

We Manufacture

White Oak

Red Oak

Poplar

Hickory

Elm

Maple

Gum

Sycamore

Ash

Walnut

Cherry

Chestnut, Etc.

Plain Oak—1 car 2", 2 cars 2½", 1 car ¾" FAS. Soft Maple—2 cars 2½" No. 1 com. & better. Soft Elm—½ car 3", ½ car 2½" and 4 cars 8¼" Log Run. 1 car 4¼ No. 1 & No. 2 com. Red Gum, ½ car 10¼ No. 1 com. & better. Quartered Red Gum, 1 car 4¼ Log Run Quartered Black Gum; 3 cars 4¼ FAS Quartered White Oak.

At Two Band Mills

STRAIGHT or MIXED CARLOADS

PROMPT SHIPMENT

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Shawano County Hard Maple

Is Our Specialty

Complete Stock of Northern Hardwoods

SPECIALS

BASSWOOD

4 Cars 5/4" No. 1 Com.

ROCK ELM

2 Cars 4/4" No. 1 Com. & Btr.

WAUSAU,

WISCONSIN

GILL-ANDREWS LUMBER CO.

WHEELER-TIMLIN LUMBER COMPANY

MANUFACTURERS AND WHOLESALEERS

HARDWOOD - HEMLOCK - PINE

WAUSAU, WIS.

Northwestern Cooperage and Lumber Co.

GLADSTONE, MICHIGAN

Western Office: 516 Lumber Exchange, Minneapolis, Minn. Mills at Gladstone and Escanaba, Mich.
Chicago Office: 812 Monadnock Block

Manufacturers of the following

"PEERLESS" STANDARD BRAND PRODUCTS

Hardwood Flooring, Staves, Hoops, Heading and Veneers, Hemlock Lumber, Lath, Shingles, Posts, Poles and Ties, and Hemlock Tan Bark

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Al G. Flournoy Victim of Pneumonia

Much regret was occasioned in the lumber industry, especially in the central West and North, over the death of Al G. Flournoy, which occurred December 4 after an illness of two weeks with influenza which developed into pneumonia.

Mr. Flournoy was general sales manager of the Virginia and Rainey Lake Lumber Company of Virginia, Minn., and one of the best known and well liked veteran lumber salesmen in the country. He became associated with this company, which belongs to the Hines interests, in 1909, and three years later was appointed assistant sales manager of the company. He was widely known in the lumber fraternity, being at one time in the jobbing and commission business in Minneapolis and later associated with the Edward Hines Lumber Company. The deceased was fifty-six years old and is survived by a widow and three sons.

Sergeant Maurice A. Wall Dies in France

Mr. and Mrs. James B. Wall, Mr. Wall being president of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., have finally received word after weeks of terrible suspense that their son, Sergeant Maurice A. Wall, Company E, 311th Infantry, died in a French hospital November 4 of wounds received in battle.

There had been conflicting reports as to the whereabouts and condition of Sergeant Wall, some of the reports notifying the parents of his having been wounded, whereas there seemed to have been no record in the War Department of this fact. Word came from a comrade, who did not give the details as to where the injuries were received nor as to their nature and extent. Sergeant Wall was formerly employed by the Buffalo Hardwood Lumber Company. Another brother, Lieutenant John H. Wall, has been serving with the spruce production division of the army and has been stationed at Washington.

Captain Theo. Houston Dies in California

Word was received of the death of Theo. Houston, son of Geo. W. Houston of Vicksburg, Miss., and Chicago, Ill. Captain Houston died of pneumonia, having been sick about a week. His mother was already on the way to California when news of his death was received at Vicksburg. The body will be returned East for interment.

Cooper Goes to Sardinia

M. B. Cooper has resigned his position as sales manager of the Three States Lumber Company to become one of the executive officers of the Carrier Lumber & Manufacturing Company, Sardinia, Miss. It is not known, however, just when the resignation will become effective, as Mr. Cooper is out of the city and cannot be seen. It is understood though that he will remain with the Three States Lumber Company until the stock of lumber it now has on hand has been disposed of.

Mr. Cooper is one of the most prominent of the younger lumbermen of Memphis. He was one of the most active members of the famous "committee of fourteen" which devised ways and means of effecting consolidation of the old gum and oak association into the American Hardwood Manufacturers' Association. He is on the executive committee of the latter and is first vice-president of the Lumbermen's Club of Memphis. He has been active in all matters relating to the welfare of the lumber industry in general and the interest of Memphis in particular.

His many friends here regret that he will leave Memphis, but they are congratulating him heartily on the merited advancement which has come to him. The Carrier Lumber & Manufacturing Company is one of the largest producers of southern hardwoods, and it is just now completing its big double band mill built to replace the one destroyed by fire early last summer. It will begin operations shortly.

The tragic death of A. P. Steele, secretary-treasurer of the company, who died here early in October as a result of a gun shot wound accidentally inflicted by a friend while out hunting, paved the way for the connection of Mr. Cooper with that firm. It is not known just what his position will be or what his duties will embrace.



M. B. COOPER, MEMPHIS, TENN.

Organize Cherokee Lumber Company

The Cherokee Lumber Company will make application for a charter within the next few days and will, on January 1, begin the handling of southern hardwoods at wholesale, with headquarters in the Bank of Commerce building here. The capital stock is \$30,000 and the officers are:

W. L. Crenshaw, formerly of the Crenshaw-Gary Lumber Company, president; D. R. Trippett, more recently in business for himself but formerly representative of Taylor & Crate, Buffalo, with headquarters in Memphis, vice-president and general manager; J. T. Jones, Johnston-Tustin Lumber Company, secretary, and C. L. Wheeler of J. W. Wheeler & Company and Pritchard-Wheeler Lumber Company, treasurer.

Lieut. Kenneth Sawyer Goodman Dies

Lieut. Kenneth Sawyer Goodman, son of William O. Goodman, well-known Chicago lumberman, died of pneumonia November 29, at the home of his father, 1355 Astor street. He was a senior aid to Capt. William A. Moffett of the Great Lakes Naval Training Station, and was on a trip to Annapolis with him. He contracted a cold and later pneumonia.

Lieut. Goodman belonged to a family of prominent lumbermen and was quite extensively interested in the lumber business, being assistant treasurer of the Sawyer-Goodman Company of which his father, William O. Goodman, was head, an official of K. S. Goodman & Co., and also interested in the Goodman Lumber Company of Goodman, Wis. He was a cousin of C. A. Goodman of the Sawyer-Goodman Company, Marinette, Wis., president of the National Hardwood Lumber Association, and R. B. Goodman of the Goodman Lumber Company, Goodman, Wis., well known lumber manufacturer. His father is prominent in lumber and financial circles and has been a citizen of Chicago since 1868. Lieut. Goodman was thirty-five years old, and leaves a widow and a four-year-old daughter.

The funeral was of semi-military character and very impressive. The pallbearers included Commander John B. Kaufman, athletic director at Great Lakes, Lieut. Commander Chester R. Roberts, executive officer; Lieut. Lee Hammond, noted aviator, and five junior lieutenants. Interment was at Graceland cemetery.

Selling Saws from the Trenches

The accompanying picture has a military as well as business air. The French officer at the right of the picture who is wearing the "Croix de Guerre" is Chr. Royer, a man closely connected with Atkins' selling organization; a non-commissioned officer and interpreter who was with the American expeditionary forces and is a partner of the Franco-American Company, Buenos Aires. When the war started, he went to France and has taken very active part in the big fight for civilization.

The gentleman next to Chr. Royer is H. Brun, who was sergeant-major in an infantry regiment which took active part in the defense of Verdun, and later in the thickest of the fighting on the other fronts. He is chief clerk of the F. A. H. Company, Atkins distributors.

The man with the heavy beard is A. Dutrut, one of the three partners of the F. A. H. Company, who was with the artillery for nineteen months of the war. Mr. Dutrut has many friends in the United States, where he lived for one year. At the present time he is entirely imbued with the idea of introducing American hardware in France.

Lieut. C. Bret, is the officer on the extreme left. He belonged to the famous Twentieth Corps, which took part in nearly all of the great French offensives since the beginning of the war. Sometime ago he was decorated with the "Croix de Guerre" for great courage and devotion. Before the war, Mr. Bret was one of the F. A. Company's salesmen, who was very much interested in pushing Atkins' Silver Steel Saws.

A great many of our readers are familiar with the smiling countenance of Mr. Cahne, the gentleman in civilian attire who is seated. Mr. Cahne is manager of the Atkins branch at 10 Rue Gustave Flaubert, Paris, France.

Last, but not least, we want to point out Mr. Des Rues, who is affiliated with the F. A. H. Company. At first he was in the infantry, but just before hostilities ceased he was specialist mechanic in the French aviation corps. It can be said of Mr. Des Rues that he was one of the very limited number of business men who kept in close touch with his business almost daily by correspondence from one of the trenches on the Somme when in the infantry, as well as later on when attached to the aviation section.

Now that the great war is over, those of the above who have seen fighting will be just as much interested in the business of selling American made Silver Steel Saws in France.



HOW ABOUT YOU?

When commodity prices fall you will feel the effect of the policies you dictate now. Our recent FORECASTER has vital interest for the credit, sales and advertising manager.

FREE COPY ON REQUEST

BROOKMIRE ECONOMIC SERVICE

56 PINE STREET, NEW YORK

Mutual Fire Insurance

Best Indemnity at Lowest Net Cost
Can Be Obtained From

- The Lumber Mutual Fire Insurance Company, Boston, Mass.
- The Lumbermen's Mutual Insurance Company, Mansfield, Ohio.
- The Pennsylvania Lumbermen's Mutual Fire Insurance Company, Philadelphia, Pa.
- The Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind.
- The Central Manufacturers' Mutual Insurance Company, Van Wert, Ohio.



FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

Let our Engineering Department show you how to reduce the cost of your fire insurance.

Full Coverage, Correct Forms, Lowest Rates

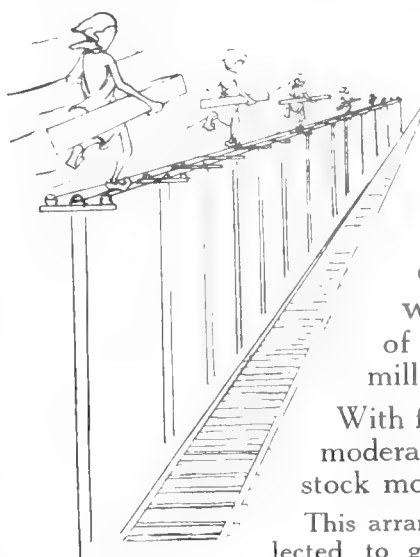
A. J. DAVIS & CO.

Specialists in Lumber Fire Insurance

Insurance Exchange,

Chicago

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Quick Service is Insured by Our Elastic Shipping Arrangements

There is a definite reason why our five mills are located in three different states. It is merely a matter of service. Suppose, as has frequently happened, that we receive one order for twenty cars of a certain kind of lumber, all for quick shipment. Were we limited to one or two mills we would either have to refuse the order or fall down on service.

With five mills, each takes its four cars, and is able to rush through this moderate amount. The chances for shipping troubles are lessened because stock moves over five different roads.

This arrangement is doubly strong because all our mill sites have been carefully selected to guarantee uniform timber, and our operators are carefully schooled to guarantee uniform manufacture.

Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

Manufacturers and Wholesalers
Pittsburgh, Pennsylvania

Five Mills: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

Lieut. Duncan Dies in Service

Lieutenant John Thomas Duncan of the 137th Infantry died in France on September 29 from wounds received in the battle of Argonne. Word was received November 29 by his widow, who is a daughter of I. J. Newson, sales manager for Lee Wilson & Co. Lieutenant Duncan, who was twenty-five years old, was in the banking business before entering the war. He was a son of Boza Duncan of Los Angeles. He sailed for France last March, having been promoted to first lieutenant before leaving Fort Sill, Okla., where he attended the officers' training school.

Organizes The W. C. Barlett Lumber Company

W. C. Barlett announces the organization of The W. C. Barlett Lumber Company, Charleston, W. Va. Mr. Barlett has associated with him D. L. Taylor, president of the Spice Run Lumber Company, and C. A. Briggs, secretary and general manager of that organization. Mr. Barlett has recently been associated with the Thos. Hall Lumber Company, Charleston, W. Va., and has withdrawn from that organization.

In addition to handling its own stock, the company will do a wholesale business with some of the larger West Virginia and Kentucky operations. The principal stock, however, will be that of the Spice Run Lumber Company.

Headquarters of the company are in the Kanawha Banking and Trust Company building, Charleston.

Pertinent Information

No Restrictions on Walnut and Mahogany

Mahogany and walnut are no longer being set apart for propeller stock for airplanes, and those who have these woods may sell or use them as they like. This is the substance of a notice published by the bureau of aircraft production November 30. The War Department has publicly thanked the walnut and mahogany trade for loyal support of war measures.

National Forest Grazing Fees Increased

It is announced from Washington that Secretary Houston, believing that further suspension of the increase in National forest grazing fees first decided on in 1916 is no longer justified, has announced new rates to go into effect March 1, 1919. Effective at the same time, he has authorized the granting of five-year grazing permits where the conditions warrant and such permits are desired by the stockmen.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Mahogany Logs Coming In

The imports of mahogany for commercial purposes nearly came to a stop during the war. It may be expected to assume former proportions before long. A cargo has already reached Boston as a deckload on the American steamer Tallac, from Frontera, Mex., after a twelve days' passage. There were 900 logs, many being of large size.

Cattle Prosper on Forest Feed

Cattle thrive on forest range in some parts of the West, and pasturage on the timber lands is eagerly sought after by stockmen. Concrete results help tell the story. Last year the national forests fed 2,137,854 cattle, 102,156 horses, 3,371 hogs, 57,968 goats, and 8,454,220 sheep. Twenty yearling cattle from Medicine Bow forest, Wyoming, sold for \$55.46 each, and a single four-year-old from Custer forest in Montana, brought \$225.70 on the Chicago stock yards.

States and Government Join to Fight Fire

Twenty-two states have entered into co-operative agreement with the general government for the purpose of fighting fire in the forests. The state provides a fund and the government adds to it. The following states are working under co-operative agreements of that kind: Maine, New Hampshire, Vermont, Massachusetts, Connecticut, New York, New Jersey, Maryland, Virginia, West Virginia, North Carolina, Kentucky, Louisiana, Texas, Michigan, Wisconsin, Minnesota, South Dakota, Montana, Idaho, Washington, and Oregon. In fighting forest fires in those states last year the government spent, under co-operative terms, \$99,952, and the states \$573,761.

Hardwood News Notes

< MISCELLANEOUS >

The Saunders Manufacturing Company, Jackson, Tenn., has been succeeded by Piggly Wiggly (Inc.), Memphis, Tenn., manufacturers of fixtures.

Losses by fire are reported as follows: At the plant of the Malbohm Motor Company, Racine, Wis., the Atwood & McManus Box Company, Boston, Mass.

The name of the Dixon & Poole Manufacturing Company, Weldon, N. C., has been changed to the Dixon Lumber & Millwork Company.

The death is announced of John J. Carney, secretary of the West Penn Lumber Company, Pittsburgh, Pa.

Harris, McHenry & Baker Co.
LUMBER AND MILL WORK
 Elmira, N.Y.

November
 9th,
 1915.

Paepcke Leicht Lbr. Co.,
 Chicago, C
 Ill.

Gentlemen:-

We are using your Red Gum lumber in the
 manufacture of our high class interior
 trim and general planing mill work.

This gum is giving excellent satisfaction,
 being highly graded, soft texture, good
 widths, and long lengths, also dry, straight
 and flat.

Respectfully,
 Harris, McHenry & Baker Co.

Dict.
 RMX/LG.

Of course it is true that

Red Gum

is America's finest cabinet wood—but

Just as a poor cook will spoil the choicest viands while the experienced chef will turn them into prized delicacies, so it is true that

**The inherently superior qualities
 of Red Gum can be brought
 out only by proper handling**

When you buy this wood, as when you buy a new machine, you want to feel that you have reason for believing it will be just as represented.

We claim genuine superiority for our Gum. The proof that you can have confidence in this claim is shown by the letter reproduced herewith.

Your interests demand that you remember this proof of our ability to preserve the wonderful qualities of the wood when you again want RED GUM.

Paepcke Leicht Lumber Company

CONWAY BUILDING 111 W. WASHINGTON ST.
 CHICAGO, ILL.

Band Mills: Helena and Blytheville, Ark.; Greenville, Miss.

Recent incorporations are: The Liberty Woodworkers Corporation, Richmond, Va.; the Carolina Handle Company, Gaffney, S. C.; the Combination Ironing Board & Step Ladder Company, Sioux Falls, Iowa, with a capital of \$5,000.

The Greenville Lumber Company, Greenville, Mich., has sold its real estate and buildings to the Tower Motor Truck Company and purchased the Belknap Lumber Company, business being carried on at the same location.

The Essex Lumber Company, Essex, Conn., lost its president, Norman B. Griggs, through death.

The dissolution of the McIntyre Lumber & Export Company at Mobile, Ala., is announced.

The Davenport Body Company has been incorporated at Davenport, Iowa, with a capital of \$50,000, having succeeded the Davenport Body Company.

The R. L. Muse Lumber Company, Walnut Ridge, Ark., has surrendered its charter.

< CHICAGO >

Among the recent visitors to the city were: P. J. Lawrence of the P. J. Lawrence Lumber Company, St. Louis, Mo., and E. W. Weichel, secretary of the Matthews Boat Company, Port Clinton, Ohio.

The Decker Brothers Company, city, has changed its name to the Goldsmith Piano Company.

The Alliance Manufacturing Company, Streator, Ill., has filed an involuntary petition in bankruptcy.

The McCann Manufacturing Company, Springfield, Ill., has succeeded the firm of Fetzer & Co.

Arthur Oelhafen of the John Oelhafen Company of Tomahawk, Wis., was a visitor in Chicago last week, as was also J. V. Stimson of Huntingburg, Ind.

F. F. Fish, secretary of the National Hardwood Lumber Association, is back on duty again after a week's illness and is feeling very much better.

Chas. A. Goodman of Goodman, Wis., of the Sawyer-Goodman Company and president of the National Hardwood Lumber Association, was in Chicago November 30, to attend the funeral of his cousin, Lieut. Kenneth Sawyer Goodman, who died of pneumonia. Mr. Goodman said the outlook for business was good and that in his belief the next few months would see a fine hardwood business. He said it may take some time for conditions to become adjusted, but in his opinion there is going to be a gradual growth into active and thriving business.

Mr. J. H. Stannard of the Baker-Matthews Lumber Company, Memphis, Tenn., who was formerly manager of the company's Chicago office, was in Chicago last week on business.

Max L. Pease of the Galloway-Pease Lumber Company has returned to Chicago after a two weeks' trip to Poplar Bluff, Mo., the company's southern office, and other southern points.

< BUFFALO >

Charles N. Perrin of Blakeslee, Perrin & Darling, has received word that one of their former lumber inspectors, William J. Young, has been fighting and working with the One Hundred and Third Engineers. This regiment has been commended by the division commander for the excellent work it performed in the recent offensive in the valley of the Aire and the Argonne. It operated a narrow-gauge railroad, using the enemy's locomotive, and constructed a bridge over the Aire at Chenery.

The Batavia & New York Woodworking Company at Batavia, is busily at work carrying out a contract for woodwork for the new Henry Ford Hospital to be erected at Detroit.

The arrival here lately of a canal boat from Detroit, built of concrete, causes some of the old boatmen to make remarks about it which show a lack of confidence in that undertaking. These boats are an experiment and boatmen say that they will not go. The cost is not only high, but they will draw 4½ feet of water without any cargo, which ought to be enough to condemn them alone. Take, for instance, the old 250-ton boat as these men knew it. The cost in cheap times was sometimes as low as \$1,800 for a good scow. It was built of wood and drew only about eighteen inches of water. It was the custom to begin to class down wooden lake vessels after they were ten years old, but these wooden canal boats would carry grain for thirty years and they sometimes would earn their cost in two or three trips. While it is not expected that those old days will ever return, it does not look to an experienced boatman as if a light-carrying, new-fangled boat, costing all the way up to \$30,000, would help the matter much. Better stick to wood, is the boatman's advice.

Hugh McLean, who has been on a Canadian vacation trip recently, brought back with him a haunch of venison, which he presented to the members of the Buffalo Lumber Exchange at a Saturday luncheon.

< PITTSBURGH >

The Kendall Lumber Company is running three of its four mills and is getting much more mining stock than any other kind of lumber. President J. L. Kendall reports quite a little gain in this business of late.

The Frampton-Foster Lumber Company is having a very busy month

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

closing up its deliveries for the year. For many weeks past the big end of its business has been in oak.

The Allegheny Lumber Company is very certain that a big improvement in lumber demand is coming after the first of the year. Until then, no business is expected to speak of.

The Logan Lumber Company is a new wholesale concern in this city organized by Guy R. Burdick, Robert Elliott, Emerson C. West, Otto B. Lindquist and W. Frank Detweiler.

The Aberdeen Lumber Company believes that the needs of manufacturers for good hardwood lumber to make wagons and agricultural implements, as well as automobiles, is going to greatly stimulate trade after the January settlements are made. Stocks of this kind of lumber are not large at manufacturing points and prices are pretty sure to hold firm or to be increased.

The November building report in Pittsburgh showed a total of \$330,218 as compared with \$700,628 in November, 1917. This explains very easily why there is no yard trade.

Mayor E. V. Babcock of the Babcock Lumber Company is making a howling success of the big war exposition at the Point. Hundreds of thousands of people have already attended the great show.

J. C. Linehan Lumber Company finds that its first year in business has been a better than fair one. "J. C." is optimistic about the hardwood trade for next year and is in splendid shape to take care of such business.

◀ BOSTON ▶

The Massachusetts Wholesale Lumber Association, Inc., will hold its annual meeting at Young's hotel, Boston, Wednesday, December 11. In addition to election of officers and other routine business, it is expected that the meeting will develop more or less clearly the general attitude and policies of the dealers in the present and prospective relations of the trade. The advantage of comparing ideas is even more evident under the current uncertain conditions and the president of the association has invited a well-known organization authority to address the meeting along these lines.

A new casket factory is being erected at Brewer, Me., by the A. B. Haskell Company.

A fire reported to have caused damage of \$150,000 visited the plant of the Brett, Rayner, Boyer Company at Cambridge recently, and destroyed a considerable part of its stock and milling plant which was busy on war orders at the time.

The death of Waterman A. Taft of Arlington, Mass., on Thanksgiving evening came as a great shock to those of his many friends who had met him at business the day before. He was president of the Export Lumber Company of Boston and is survived by his wife, daughter and son.

The Allen Spool & Woodturning Company has been incorporated at Boston with stock of \$275,000.

◀ BALTIMORE ▶

The next annual meeting of the National Lumber Exporters' Association will be held at New Orleans on January 22 and 23, 1919, under an agreement among the directors, who were sounded on the subject. The sessions will be held at the St. Charles Hotel, and the proceedings are expected to concern themselves largely with the future of the export trade and with ways and means to resume shipments after their long interruption during the war. It is yet too early to outline the program, but consideration of the expediency of forming a selling agency under the provisions of the Webb Act will loom up large in the deliberations, and the recommendations of the special committee named to deal with the subject are looked forward to with the greatest interest.

While it cannot be said that there is yet much traveling in search of domestic orders among the members of the hardwood trade, interest in the export situation has revived to a decided extent, as is indicated by the visits of producers as well as others. Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, who came to the United States last month mainly to confer here with Mr. Russe and other officers of the company, has gone to Memphis for further conferences, and it is thought that the foreign situation will be gone over very thoroughly.

Chester F. Korn of the Korn-Conkling Company, Cincinnati, was in Baltimore about ten days ago on his way to New York, where it was his intention to look after various foreign shipments, in regard to which some difficulties had arisen. While here he conferred with Harvey M. Dickson, secretary of the National Lumber Exporters' Association.

The post war conference at Atlantic City was attended from Baltimore by John L. Alcock, who went as a member of the committee of the National Lumber Exporters' Association. Another Baltimorean, there on behalf of the Lumber exchange, was Lewis Dill.

The Canton Lumber Company of this city, finding business in other directions rather slow, has contracted to build four vessels for the Coast and Geodetic Survey, and one of the craft is now so far advanced that it can be launched in about ten days. The boats are of fourteen feet beam and sixty feet long, and will have as their motive force two forty horse power oil engines. They have oak frames, with yellow pine planking.

With the termination of the war, specifications for boxes on government orders are off, and the manufacturers are left in a great state of doubt and uncertainty.

◀ COLUMBUS ▶

Arch C. Klumpf, president of the Cuyahoga Lumber Company of Cleveland and head of the American Protective League, has the distinction of being instrumental in furnishing workers on an intake crib in Lake Erie with news of the signing of the armistice. He journeyed over the crib in an airplane and dropped newspapers for the workers to read.

The capital of the Home Lumber Company of Warren, has been increased from \$20,000 to \$40,000.

Samuel Grant, a lumber buyer of Fostoria, is in the custody of the federal authorities pending an investigation of charges at attempting to defraud timber owners by posing as a federal employee.

Thomas C. Kirby has resigned his position with the F. T. Peitch Company and has become sales manager at the Columbus office of the Brasher Lumber Company. The Brasher Lumber Company, operates mills at Ackerman, Miss., and Glencoe, Ala.

R. W. Horton, of the W. M. Ritter Lumber Company reports a rather quiet hardwood trade. Retailers are not buying much under present conditions and manufacturing plants are using their surplus stocks. He expects a better trade after the first of the year. Prices are well maintained at former levels.

Toledo banks are advertising the loaning of money for building purposes on the same plan as before the war. That fact should stimulate building in the city on the Maumee.

J. A. Ford of the Imperial Lumber Company, Columbus says there is a fair demand for hardwoods, although buyers are waiting to see the trend of affairs.

◀ EVANSVILLE ▶

Local railroad men announce for the first time since the beginning of the great world war there now are plenty of cars in this city for all shipping purposes. The local car service commission has been dissolved, as there was no further work for the organization to do. John C. Keller, a member of the commission, says that Evansville responded to the plea for intensive loading more liberally than many other cities in the west. He also says that the commission did a great service for the lumbermen and other manufacturers of this section.

A large number of the lumber manufacturers of Evansville and owners of wood-consuming factories will make the trip to Louisville, Ky., for the purpose of attending the annual meeting of the Ohio Valley Improvement Association that will be held in that city, December 11 and 12. The local manufacturers and wholesalers have chartered the steamer Joe Fowler for the trip and stops will be made at all towns and cities between Evansville and Louisville for the purpose of advertising the advantages of this city. Prominent Evansville lumbermen and others are arranging to make the trip. One of the things that the Louisville meeting is expected to endorse is the plan of the government to establish barge lines on the Ohio river, similar to the ones recently planned for the Mississippi river. The lumber manufacturers here point out that with the proper transportation facilities on the Ohio and Mississippi rivers, their chance of getting more of the markets of Cuba, Mexico and the South and Central American countries will grow brighter. E. H. Hyman, secretary and general manager of the Evansville Manufacturers' Association, has arranged with John Barrett, director-general of the Pan-American Union, to come here and make an address in January on the prospects of getting the trade of the southern republics. Following his visit the Evansville manufacturers will launch a campaign looking to the acquiring of new southern markets.

Lieutenant Clyde Martin, formerly connected with the J. C. Greer Lumber Company, has received his commission from the officers' training school at Camp Gordon, Atlanta, Ga., and has been given an honorable discharge from military service. He will resume his old position with the Greer company within a short time.

The Smith-Hubbard Lumber Company of Wabash, Ind., has filed a notice of preliminary dissolution with the secretary of state.

Elmer D. Luhring, manager of the Lubring Lumber Company, who has been confined to his home with typhoid fever for several weeks, has recovered and will be able to go back to his work within a short time.

William S. Partington, secretary and treasurer of the Evansville Lumbermen's Club, is recovering from a severe attack of Spanish influenza.

Lumber manufacturers of Evansville say they now have a fair supply of logs on hand and that they do not propose to buy any more logs at the present high prices. They say that the prices of lumber may drop before next spring and they do not want a big lot of lumber on their hands that was made from high-priced logs. One concern here, Maley and Wertz, have been cutting many of their logs from tracts of land in southern Indiana, that were purchased during the past year.

The Evansville Veneer Company has been getting a good many logs from the Green river country in western Kentucky. George O. Worland of the company, reports a brisk trade and says indications point to a fine business next year.

J. Stuart Hopkins, manager of the Never-Split Seat Company, has returned from Gulfport, Miss., where he went to recuperate from an attack of influenza. He is now back at his work and reports trade conditions quite satisfactory since the closing of the war. Mr. Hopkins says that the trade outlook is better than it has been for some time past.

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.

LOUISVILLE

There has been a decided slump in orders from wagon manufacturers and in some cases such concerns have ordered shipments held up for the time being, until they can get their yards straightened out, and get in shape to tell just what they will need. In the case of the Kentucky Wagon Manufacturing Company, Louisville, which was developing about eighty per cent of its product for the government, it has received numerous contract cancellations, but is turning its attention to its implement, truck, farm wagon, and pleasure auto lines, which had been allowed to slide somewhat during the war. With the rebuilding of these lines, the company expects to have its hands full for some time to come, as it had not been supplying anything like the demand, and had cut out its implement department entirely for the length of the war.

W. P. Brown & Sons Lumber Company on November 26, lost two band mills in a fire at Fayette, Ala., which fortunately did not spread to the yards, and did not damage the dry kilns. The company reports that it will rebuild immediately. This will not hurt the concern any, as it has six other mills in operation, although the Alabama mills produced both pine and hardwoods.

The I. B. Wilcox Lumber Company, Louisville, expects to allow its mill at Burdette, Ala., which has been down since October on account of sickness, to remain down until about February 1, cleaning up the yards, and shipping back orders in the meantime. The company had an excellent stock on hand when it was forced to shut down, and will be busy in disposing of this stock for a time.

C. C. Mengel, head of the C. C. Mengel & Brother Company, Louisville, was recently named chairman of the advisory board of the National Marine League, U. S. A., with headquarters at 636 Fourth avenue. This organization was launched in 1912 in Boston for the purpose of creating an adequate merchant marine, and later received a perpetual charter when incorporated in Washington. Mr. Mengel is by far the largest Louisville operator of ocean-going vessels, and has a fleet which brings in merchandise and mahogany from Africa, South American and Central American districts.

R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, is already getting things in shape so that he can get away to spend the holidays at his old home at D'Lo, Miss. A. A. Egle, assistant manager, who is secretary of the hardwood club, is just back from a month spent with the Memphis office of the organization.

Harold J. Gates of the Louisville Point Lumber Company, has gone to

New York and other eastern points, and expects to be away for about two weeks.

A recent visitor to Louisville was Walter Crim of Salem, Ind., president of the Indiana Hardwood Lumbermen's Association, who dropped in for a little business and to chat with the trade.

John Baker of London, Eng., was a guest at a recent meeting of the Louisville Hardwood Club. Mr. Baker is an official representative of the aeroplane department of the British War Mission, and has been winding up the aeroplane contract of the Wood-Mosaic Company, at New Albany. Another guest of the same meeting was John W. Allyn, North Carolina representative of the Holly Ridge Lumber Company. The meeting was given over to the usual discussion of conditions in the trade, and reports from Will Day, T. J. Christian and others who attended the recent lumber and furniture meetings in Chicago. The meeting brought out the fact that everyone was highly optimistic, and that business was generally good at the present time.

Percy Clancy, formerly with the Louisville Point Lumber Company, who was graduated as a lieutenant from Ft. Benjamin Harrison, is now a captain and is located at West Point, Ky. At the present time he is recovering from an attack of pneumonia.

Angus McLean, son of W. A. McLean of the Wood-Mosaic Company, New Albany, was recently transferred from the Boston Technical school to the aero station at Key West, Fla., where he is making daily flights. He first completed a course at the Illinois University at Champaign, Ill.

Fire breaking out in the plant of the City Mill & Lumber Company, on November 30, resulted in a loss of \$25,000, a large amount of machinery being damaged, while the plant was unroofed.

The planing mill of Darnell Brothers, Gadsberry, near Columbia, Ky., was recently destroyed along with a quantity of building material and equipment.

A meeting of the advisory committee of the Kentucky Retail Lumber Dealers' Association has been called for Louisville on December 17, to fix the time and place for the annual meeting, which is generally held in January or February. It was arranged to hold the executive meeting during the convention of the hardwood manufacturers, in order to be able to attend that meeting, or meet the members in attendance.

WISCONSIN

The Holt Hardwood Company, Oconto, has purchased the plant, business and contracts of Williams Brothers Company, Cadillac, Mich., specializing in rough-turned shoe lasts, tool handles, etc., and will consolidate

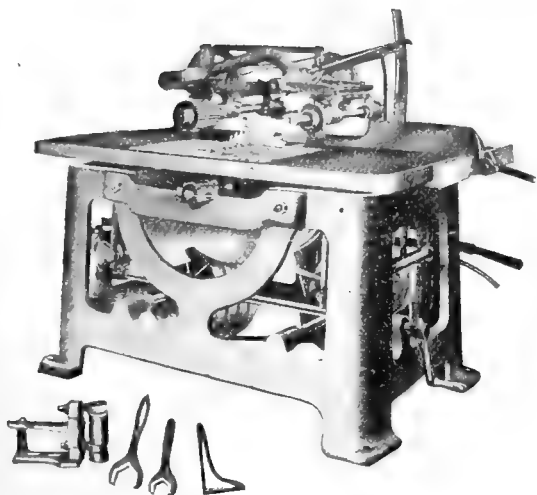
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Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

Lifting the Ban

With the acceptance of the Armistice Terms extended by the Grand Alliance to the Central Powers, there is every evidence that the Government will lift the restrictions on building and that the so-called "non-essential" industries are to be given permission to operate on a larger scale.

This means that the plans for kiln extensions which were delayed by the Government restrictions can proceed and we are ready with a large stock of materials to give you prompt service in every way.

We will be glad to have our engineers call on you, explain our process, outline the type and size of kiln you require and give you an estimate of the cost.

Grand Rapids Vapor Kiln

Grand Rapids Veneer Works

Seattle, Wash.

Grand Rapids, Mich.

the operations at Oconto. The Holt plant, now being enlarged to accommodate the merger of the works, formerly was owned by the W. E. Williams Company, Saginaw, Mich., and was devoted principally to the production of hardwood flooring. Thus virtually all of the Williams hardwood manufacturing interests have been consolidated under the Holt ownership.

The Villaume Box & Lumber Company, St. Paul, Minn., has been granted a license to do business in Wisconsin. The application gave the capital stock as \$1,000,000, and the Wisconsin interest as \$25,000.

The Mohr Lumber Company, Portage, with mills at Tomahawk, has disposed of its retail yard and building supply business at Wausau, to C. G. Pier, who managed the branch and will now continue the business under the style of Pier Lumber Company.

The Northfield Company, Sheboygan, has increased its capital stock from \$111,000 to \$539,000 to cover the expansion of its business and facilities. The concern formerly was known as the Sheboygan Couch Company and manufactures couches, parlor frames, etc.

The Fiefield Lumber Company, Janesville, has increased its capital stock from \$34,000 to \$50,000.

The Sturgeon Bay Fruit Package Company, Sturgeon Bay, is completing foundations for a three-story factory addition, 52x90 feet, and a boiler house addition, 26x30 feet, to be finished early in the spring of 1919.

The Oshkosh Wash Machine Company, Oshkosh, has accepted a contract from a large wholesale and jobbing concern which will require a considerable extension of the present facilities. The contract is for a period of five years and calls for a production of 2,000 machines a month after the first year.

The Leechede Manufacturing Company, Milwaukee, has been incorporated with a capital stock of \$5,000 to manufacture adhesive glues and similar material. The incorporators are F. J. Knoell, D. E. Meuser and Louis Holzfurtner.

The American Cabinet Company, Two Rivers, is still working on several large government contracts. During the last few days the company shipped four carloads of dental cabinets for the American army of occupation in Europe. The Hamilton Manufacturing Company, Two Rivers, which has been working in a large contract for airplane material and parts, is making periodical shipments.

The John Schroeder Lumber Company, Milwaukee and Ashland, has completed the season's operation in its main sawmill at Ashland and is now devoting its attention to the log supply for 1919. Three logging camps are being established on Oak and Stockton islands of the Apostle

group. The Ashland mill operated only a day shift during the past season, as in 1917, due largely to the acute shortage of men which prevented the maintenance of a full complement of a night shift.

The Robbins Lumber Company, Rhinelander, is reported to be preparing to make extensive improvements in its planing mill during the winter and early spring.

The Phoenix Chair Company, Sheboygan, has broken ground for a brick and mill factory and warehouse addition, four stories high.

The New Dells Lumber Company, Eau Claire, resumed the operation of its big sawmill and planing mill on December 2, after a short recess during which important improvements and repairs were made to the entire plant. The company is anticipating a big input of logs during the coming winter and plans to carry on logging operations during the summer of 1919 in order to insure a full supply. Prospects for business during the new year are regarded as very bright by officials of the company.

The Lawson Aircraft Corporation, Green Bay, has completed arrangements for continuing the manufacture of complete airplanes and supplies for commercial purposes as soon as its government contracts for military requirements have been filled. However, the company probably will not carry out its original plan of establishing a large assembling and testing plant in or near Milwaukee, as proposed during the period of the war.

The Park Falls Lumber Company, Park Falls, began operations for the winter season on December 2, with a larger force than it was able to collect at any time since a year ago. According to officials of the company, the labor situation is relatively much easier, due to the release of men from other industries and the attraction of good wages at the mills of the North.

The Anchor Shipbuilding Company, Washburn, organized several months ago with a capital stock of \$500,000, is proceeding with the establishment of a shipyard on Chequamegon bay, and is now engaged in preliminary construction work. The company regards the prospect for business excellent in spite of the cessation of hostilities.

A report from Glidden says that logging and lumber companies in that vicinity now are offering \$50 per month as wages for common woods work and \$55 for sawyers and teamsters, providing the men will work twenty-six consecutive days. A bonus of \$50 per month is offered if the laborer remains fifty-two days. In case the men fail to work twenty-six days, the wages are reduced \$5 a month. It is said that all of the larger employers of woods labor have adopted this schedule.

The G. W. Jones Lumber Company, Wabeno, ended one of the most active season's runs on November 30, after having been in continuous operation night and day since January 7. The mill will resume work immediately after the holidays and it is expected to duplicate this year's record.

The Hardwood Market

< CHICAGO >

Chicago is still marking time as far as hardwood sales are concerned. The trade is watching with interest the development of building permits for construction, a good deal of which will be under way during the winter months. For the most part, building already arranged for is large construction. The smaller building, such as dwellings, apartment houses, etc., will probably not get well under way until the spring months bring more favorable building weather. The woodworking trade as a whole is taking more lumber now than had been expected, and members of the Chicago fraternity appreciate that it is altogether logical to expect slow demand under present conditions. Elaborate and complete inventories must be accomplished before any general expansion can be expected.

< BUFFALO >

The Buffalo hardwood yards are finding the inventory season interfering with the purchase of lumber and not much increase in demand is looked for until after the first of the year. The demand has been rather light since the war ended as many plants have been getting back to a peace basis. Optimism is felt as to the probability of good business for a series of years, but just when such an improvement will start is a matter of opinion. An immense export trade is counted on in hardwoods and other lumber, in order to replace the destroyed buildings abroad. Furniture manufacturers, who have done little for some months, are planning to resume operations in a more extensive way as soon as possible. Big contracts in the building trade are pending and will be carried out if the money market permits.

Lake receipts of lumber at Buffalo during November were 4,109,135 feet, as compared with 4,935,000 feet in the same month of last year. Low grade stocks have been coming in extensively, but the general lake trade in hardwoods has not been big.

Buffalo building permits for November showed a gain over the same month of last year. The total costs were \$669,000, as against \$504,000.

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

POPLAR

100,000 4/4" Com.	20,000 3" 2 Com.
150,000 6/4" Com.	200,000 4/4" 2 Com.
25,000 3" Com.	100,000 6/4" 2 Com.

OAK

10,000 3" 1&2 Plain Red
50,000 2" Com. Plain Red
50,000 6/4" 1&2 Plain White & Red
50,000 4/4" 1&2 Plain White
35,000 4/4" 1x2 Quartered White Oak
75,000 4/4" 2C Plain Red & White

ALL BAND—GOOD WIDTHS—DRY

KNOXVILLE, TENNESSEE

BAND MILLS AT

VESTAL A SUBURB OF KNOXVILLE

FONDE, KY.



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak
comes from the same soil

CHAS. H. BARNABY
Greencastle, Indiana

AMERICAN LUMBER & MFG. COMPANY

PITTSBURGH

PENNSYLVANIA

*Exclusive Selling Agents***Lenox Saw Mill Company***Lenox, Ky.*

PRODUCERS OF



**Plain & Qtd. Red & White
OAK
AND OTHER
HARDWOODS**

*Even Color**Soft Texture*

**MADE (MR) RIGHT
OAK FLOORING**

We have 35,000,000 feet dry stock—all of
our own manufacture, from our own tim-
ber grown in Eastern Kentucky.

PROMPT SHIPMENTS

**The MOWBRAY
& ROBINSON CO.**

(INCORPORATED)

CINCINNATI, OHIO

This was one of three months out of eleven to show a gain over 1917. The total cost of permits for eleven months this year was \$6,871,000, as against \$9,817,000 in that time last year, or a decline of 30 per cent.

◀ PITTSBURGH ▶

Hardwood business, like every kind of lumber dealing, is extremely quiet here at present. Everything is in a waiting state. Wholesalers do not expect any business of importance before February 1. Contracts for 1919 needs are evidently going to be postponed until after the first of the year. The inventory season is close at hand, and this, together with the fact that many lumber buyers are looking for lower prices, will put off the closing of contracts until into January. There is no yard trade in hardwood. The most encouraging feature of the situation now is the fact that the government has removed the ban from automobile manufacturing, and this may lead to some nice contracts being placed early in the year by automobile concerns.

◀ BOSTON ▶

It is naturally slow work to get the commercial business, which has been so nearly suppressed, on its feet again. Theories supporting a strong demand are plenty although qualified with uncertainty as to when actual trading will begin to be noticeable. The approach of inventory time is having its usual effect on buying, and this, with some reported weak quotations, is giving arguers on the adverse side more or less backing. As a matter of fact, business is here now, and may consistently be expected to remain indifferent; with, however, possibilities of marked changes later in the season as developments in other matters become more definite.

◀ BALTIMORE ▶

Something like quiet has settled over the hardwood trade in this section, this state of affairs being perhaps attributable for one thing, to the feeling of uncertainty that doubtless prevails and for another to the approach of the new year, which is always a period of relative inactivity, though it has happened that numerous orders came out in the holiday period. The producers as well as the dealers, like business men in many other lines, are in doubt as to what even the near future may bring forth. They incline to the view that prosperity will come, with a great expansion in the requirements to take care of; but there is no assurance about this. It would seem natural that with stocks greatly depleted in the hands of the users and especially abroad, there would be urgent calls for shipments. But the problems of reconstruction now faced by this country and all others may upset calculations greatly, and with this possibility in view the buyers are disposed to go slow. Another consideration that imposes conservatism is the belief in some quarters that with the releasing of large numbers of men from the army and the return of munitions workers to other activities the rates of wages and the cost of production will decline, making possible a reduction in prices. There are others who believe that prices will be kept at their present level by the heavy demand for all kinds of products, but the division of opinion none the less disposes to caution. In the absence of certainty, many lumbermen hold back to see just what will happen, and meanwhile the inquiry shows a tendency to lag. Now that the restrictions have been taken off shipments, however, it is believed that the inquiry will become more active, and there is also much interest as to just when exports may be expected to begin. It appears that difficulty of getting permits perhaps cut less of a figure in the hardwood situation than is commonly supposed. As far as can be learned permits were fairly easy to get, and some members of the trade see in the delays apparently experienced by buyers in various instances a scheme on the part of buyers to speculate. These buyers, it is intimated, would get permits promptly enough, but hold them without advising the seller, who was of course stopped from going ahead with the shipment. Meanwhile, if the market went against the buyer, the latter would naturally be tempted to withhold the permit altogether, contending that such a document had not been obtainable. The seller had no means of ascertaining whether this was true or not. Because of the possibility of such methods being repeated, it has been suggested by some of the hardwood men that the sellers be advised of the issuance of permits, so that they can go ahead and make prompt shipments. Prices appear to be about the same as they have been, and such business as is obtained yields on the whole fair margins of profit. Of course, the hardwood men will have to effect another readjustment back to a peace basis, as they were compelled to get upon a war basis. This of itself would be productive of some unsettlement; but the prospect is regarded on the whole as promising.

◀ COLUMBUS ▶

The hardwood trade in Columbus and central Ohio territory has been rather quiet during the past month. The signing of the armistice caused many business interests to pause and see what is going on and as a result some hesitancy is shown. Buying is not active either from retailers or the factory trade. But generally speaking the tone of the market is still good and future prospects are considered rather encouraging.

Factories which had reserve stocks are using these stocks in preference to placing orders for hardwoods. This includes concerns making boxes, implements and vehicles. Furniture factories are expected to be in the

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

market soon. Building operations are expected to be more active soon, although not a great deal of stir has developed up to date. Quite a few building projects which were postponed because of war restrictions are now being revived and some action is expected soon. But builders and lumbermen do not expect a great deal of building until the spring. This is due to high prices of labor and materials.

Both quartered and plain oak are in fair demand and prices rule firm. Poplar is in fair demand. Ash is strong and the same is true of basswood. Weakness has developed in chestnut but it is expected to be temporary only. Other hardwoods are unchanged.

◀ EVANSVILLE ▶

The hardwood lumber manufacturers of Evansville and the tri-state territory say that there has been a slight slackening up in trade during the past two weeks, but they look for this change to be only temporary and after the first of the new year, in their opinion, trade is going to take on new life and move off in good shape. A feeling of optimism is shown among the hardwood men of this section, who point out that there will be a tremendous demand for lumber for the purpose of rebuilding that part of the old world devastated by war. Lumber prices have shown a disposition to drop some on certain grades since the signing of the armistice by Germany. It is predicted there will be more or less falling in prices, from now until spring, or until the business of the country settles down to a normal basis again. When this normal time comes the manufacturers look for steady prices and a strong demand for lumber for many years to come. They are especially confident that the export trade is going to show wonderful improvement. A great many inquiries have been received during the past two weeks from automobile and furniture manufacturers and indications are that these two lines of business will enjoy a wonderful prosperity during the next few years. The demand for the lower grades of poplar lumber is strong. Gum, that has been dragging for several weeks past, is showing signs of improvement. Hickory, ash, maple, walnut and elm are all in fair demand. The box factories of this city that have been working for a year or two on large war contracts, are now turning their attention to their regular trade. Wood consuming plants in Evansville are fairly busy. Few of the factories here had war contracts as the plants in many cities of the East had, and it will not be necessary for them to go through the transformation period and convert the factories from a war to a peace basis. Building operations in many of the towns in southern Indiana are looking up, although it is not believed there will be much actual new building before early next spring. Yellow pine dealers, planing mill men and sash and door men are looking for a big rush by the first of next March and it is expected there will be considerable building of a public character in Evansville next year.

◀ LOUISVILLE ▶

Louisville manufacturers of hardwood lumber report that the volume of cancellations which have been received have been so low as to be a negligible factor. Almost every concern has had a cancellation or two, but as a whole cancellations have not figured. At the present time inquiries are coming in nicely from general consumers, with the furniture trade and musical industries leading the list of those interested. The finer grades of cabinet woods are showing considerable improvement, while the auto trade is also buying the heavier stocks, and is back in the market for gum. Low grades are selling freely enough to the box manufacturers who are managing to keep busy on food packages.

Production at the present time is light as many mills that were down on account of influenza have not resumed operations, preferring to clean up, and get rid of orders that were held up for permits, before making any attempt to produce further stock. However, stocks in the South are light as a general rule, and prices are expected to remain firm. In fact the demand is coming along so much better than had been expected that it looks as though prices will have to hold. Veneers are showing much activity just now, and there is a better demand for walnut, mahogany, chestnut, poplar and oak than there has been for some time from commercial lines. Louisville hardwood men are generally optimistic and well satisfied with the way things are moving.

◀ MILWAUKEE ▶

Hardwood manufacturers in northern Wisconsin have found much encouragement in the developments of the last week or two, which seem to indicate that the coming year will provide an active market for practically all lumber and material which can be produced under existing conditions. Vacancies created by falling off in demands for actual war necessities are being filled to a very satisfactory degree by requirements of industries which are reverting to a peace-time basis.

In some sections the labor situation is easier, but in others complaint is heard that not enough men are available for logging crews and other woods work. In the main, however, hardwood operators believe gradual improvement may be looked for from now on, with the release of many men from other industries.

Snows have been general in the North during the last ten days and as these came after the ground was fairly well penetrated by frost, loggers are pleased with the prospect of a good winter season. So far as can be learned, the input probably will be limited only by the amount of help available, timber operators intending to cut every foot of logs possible.

Here's Something Unusually Good

MAPLE

12/4" 2 & Better..... 24,000 feet
10/4" 2 & Better..... 150,000 feet

ELM

6/4" 3 & Better..... 30,000 feet
8/4" 3 & Better..... 40,000 feet
12/4" 3 & Better..... 25,000 feet

BIRCH

4/4" 3 & Better..... 80,000 feet

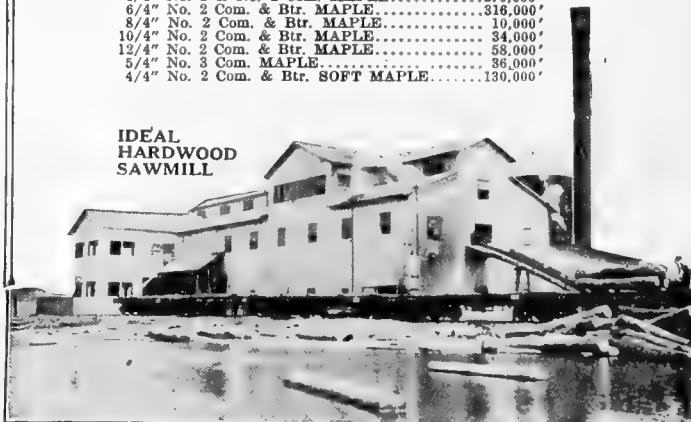
The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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GRAYLING, MICHIGAN

The following stock is in excellent condition, ready for immediate shipment

5/4" No. 2 Com. & Btr. ASH.....	41,000'
5/8" No. 2 Com. & Btr. BEECH.....	27,000'
5/4" No. 2 Com. & Btr. BEECH.....	300,000'
6/4" No. 2 Com. & Btr. BEECH.....	286,000'
4/4" No. 2 Com. & Btr. SOFT ELM.....	76,000'
4/4" No. 3 Com. SOFT ELM.....	30,000'
3/4" No. 1 Com. & Btr. BIRCH.....	83,000'
4/4" No. 1 Com. & Btr. BIRCH.....	198,000'
6/4" No. 2 Com. & Btr. BIRCH.....	51,000'
8/4" No. 2 Com. & Btr. BIRCH.....	17,000'
4/4" No. 3 Com. BIRCH.....	51,000'
5/4" No. 3 Com. BIRCH.....	56,000'
4/4" No. 1 Com. & Btr. MAPLE.....	48,000'
4/4" No. 1 & No. 2 Com. MAPLE.....	270,000'
6/4" No. 2 Com. & Btr. MAPLE.....	316,000'
8/4" No. 2 Com. & Btr. MAPLE.....	10,000'
10/4" No. 2 Com. & Btr. MAPLE.....	34,000'
12/4" No. 2 Com. & Btr. MAPLE.....	58,000'
5/4" No. 3 Com. MAPLE.....	36,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE.....	130,000'

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Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company
Masonville, Michigan

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INCORPORATED

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ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHILCOCK ST.
CHICAGO

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

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150,000' 1x6" up No. 1 C. & B. Hard Maple
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40,000' 4/4 No. 2 C. & B. Birch
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Manufacturers "IMPERIAL" Maple Flooring

East Jordan

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VON PLATEN LUMBER CO.

IRON MOUNTAIN

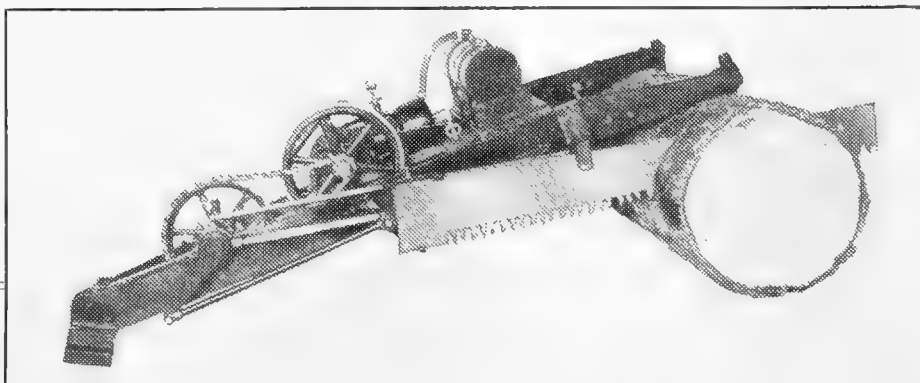
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Manufacturers of

NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw was advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY

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Advertisers' Directory

NORTHERN HARWOODS.

American Lumber & Manufacturing Company	7-46
Atlantic Lumber Co., Buffalo	4
Barnaby, Charles H.	7-45
Blakeslee, Perrin & Darling	4
Buffalo Hardwood Lumber Co.	4
Cobbs & Mitchell, Inc.	3
East Jordan Lumber Co.	48
Elias, G., & Bro.	4
Fathauer, Theo., Company	5
Gill-Andrews Lumber Company	38
Givens, Nat. S.	37
Hoffman Bros. Company	7-28
Jackson & Tindle	51
Jones Hardwood Co.	51
Kneeland-Bigelow Co., The	3
Kosse, Shoe & Schleyer Co., The	

Mason-Donaldson Lumber Co.	
McIlvain, J. Gibson, & Co.	2
McLean, Hugh, Lumber Co.	4
Miller, Sturm & Miller	4
Mitchell Bros. Co.	3
Mowbray & Robinson Co.	7-46
Northwestern Cooperage & Lbr. Co.	38
Palmer & Parker Co.	
Salling, Hanson Co.	47
Stack Lumber Company	47
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.	6
Stimson, J. V.	7-56
Sullivan, T., & Co.	4
Taylor & Crate	4
Tegge Lumber Co.	38
Von Platen Lumber Company	48
Wheeler-Timlin Lumber Co.	38
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon	37
Wood-Mosaic Company	7-8-31
Yeager Lumber Company, Inc.	4
Young, W. D., & Co.	3

OAK.

See Lists of Manufacturers on page	7
Evans, G. H., Lumber Co.	
Long-Bell Lumber Co.	7
Mowbray & Robinson Company	7-46

POPLAR.

Anderson-Tully Company	2-7-12
Arlington Lumber Company	7-36

RED GUM.

Anderson-Tully Company	2-7-12
Bellgrade Lumber Company	12
Bliss-Cook Oak Company	7-14
Bonner, J. H., & Sons	7-10
Brown, Geo. C., & Co.	10
Brown & Hackney, Inc.	10
Brown Land & Lumber Co.	11
Brown, W. P., & Sons Lbr. Co.	5
Ehemann, Geo. C., & Co.	11
Evans, G. H., Lumber Co.	
Ferguson & Palmer Company	10

Gayoso Lumber Company	12
Gouldlander-Robertson Lumber Company	7-10
Kraetzer-Cured Lumber Co.	12
Memphis Band Mill Co.	7-19
Miller Lumber Co.	7-43
Mossman Lumber Company	11
Paepcke-Leicht Lumber Co.	7-11-41
Penrod, Jurden & McCowen	5-10
Pritchard-Wheeler Lumber Co.	7-12
Probst Lumber Company	50
Russe & Burgess, Inc.	12
Sondheim, E., Co.	12
Stark, James E., & Co.	12
Stimson, J. V., Hardwood Co.	7-56
Stimson, J. V., Hardwood Co.	5
Stimson Veneer & Lumber Co.	11
Thane Lumber Co.	11
Thompson-Katz Lumber Co.	10
Three States Lumber Co.	7-56
Welsh Lumber Co.	11

SOUTHERN HARWOODS.

Aberdeen Lumber Co.	40
American Lumber & Mfg. Co.	7-46
Anderson-Tully Company	2-7-12
Archer Lumber Company	5
Arlington Lumber Company	7-36
Atlantic Lumber Co., Buffalo	4
Beaumont Lumber Company	14
Bellgrade Lumber Company	12
Bliss-Cook Oak Company	7-14
Blakeslee, Perrin & Darling	4
Bonner, J. H., & Sons	7-10
Brown, Geo. C., & Co.	10
Brown Land & Lumber Co.	11
Brown, W. P., & Sons Lbr. Co.	8
Brown & Hackney, Inc.	10
Buffalo Hardwood Lumber Co.	4
Catlin, R. H., Company	50
Cornelius Lumber Company	
Davis, Edw. L., Lumber Co.	8
Dudley Lumber Company	11
Ehemann, Geo. C., & Co.	11
Elias, G., & Bro.	4
Evans, G. H., Lumber Co.	
Fathauer, Theo., Company	5
Ferguson & Palmer Company	10
Galloway-Pease Company	5-7
Gayoso Lumber Company	12
Gouldlander-Robinson Lumber Company	7-10
Hoffman Brothers Company	7-28
Howe Lumber Company	5
Kosse, Shoe & Schleyer Co., The	
Kraetzer-Cured Lumber Co.	12
Kurz-Downey Company	5
Lawrence, P. J., Lumber Co.	14
Long-Bell Lumber Company	7
Long-Knight Lumber Company	
McIlvain, J. Gibson, & Co.	2
McLean, Hugh, Lumber Co.	4
Memphis Band Mill Company	7-10
Memphis Hardwood Flooring Co.	
Miller, Sturm & Miller	4
Miller Lumber Co.	7-43
Mossman Lumber Company	11
Mowbray & Robinson Company	7-46

Nickey Bros., Inc.	29
Norman Lumber Company	8
Paepcke-Leicht Lumber Co.	7-11-41
Penrod, Jurden & McCowen	5-10
Pritchard-Wheeler Lumber Co.	7-12
Probst Lumber Company	50
Richardson, A. M., Lumber Co.	5
Russe & Burgess, Inc.	12
Salt Lick Lumber Company	6
Sondheim, E., Company	12
Standard Hardwood Lumber Company	4
Stark, James E., & Co.	12
Stern Lumber Co.	37
Stimson, J. V., Hardwood Co.	5
Stimson Veneer & Lumber Co.	11
Sullivan, T., & Co.	4
Swain-Roach Lumber Co.	7-37
Taylor & Crate	4
Thane Lumber Co.	11
Thompson-Katz Lumber Co.	10
Three States Lumber Co.	7-56
Utley-Holloway Company	7
Vestal Lumber & Manufacturing Co.	45
Welsh Lumber Co.	11
Whitmer, Wm., & Sons	6
Willett, W. R., Lumber Co.	8
Willson Bros. Lumber Co.	5
Wisconsin Lumber Company	55
Wistar, Underhill & Nixon	37
Yeager Lumber Co., Inc.	4

LUMBER COMMISSION.

Alfred P. Buckley	51
-------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co.	53
Anderson-Tully Company	2-7-12
Astoria Veneer Mills & Dock Co.	32
Bird's Eye Veneer Company	31
Dean-Spicer Company, The	32
Hoffman Bros. Company	7-28
Huddleston - Marsh Mahogany Company	
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.	
Louisville Veneer Mills	
Mengel, C. C., & Bro. Co.	8
Nickey Bros., Inc.	29
Ohio Veneer Company	50
Palmer & Parker Co.	
Pickrel Walnut Company	30
Rayner, J., Company	48
Stark, James E., & Co.	12
St. Louis Basket & Box Co.	31
Stimson Veneer & Lumber Co.	11
Wisconsin Cabinet & Panel Co.	27
Wisconsin Veneer Company	
Wood-Mosaic Company	7-8-31

MAHOGANY, WALNUT, ETC.

American Walnut Mfrs. Assn.	35
Davis, Edw. L., Lumber Co.	8
Hoffman Brothers Company	7-28
Huddleston-Marsh Mahogany Co.	

Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.	
Mengel, C. C., & Bro. Co.	8
Palmer & Parker Co.	
Pickrel Walnut Company	30
Purcell, Frank	14
Rayner, J., Company	48

HARDWOOD FLOORING.

Bliss-Cook Oak Company	7-14
Cobbs & Mitchell, Inc.	3
East Jordan Lumber Company	48
Horner, William	6
Long-Bell Lumber Company	7
Mason-Donaldson Lumber Co.	
Memphis Hardwood Flooring Co.	
Mitchell Bros. Company	3
Northwestern Coop. & Lbr. Co.	38
Salt Lick Lumber Company	6
Stearns Salt & Lumber Co.	6
Wilce, T., Company, The	48
Young, W. D., & Co.	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.	54
Hill-Curtis Co.	

SAWMILL MACHINERY.

Hill-Curtis Co.	
Sinker-Davis Co.	44
Soule Steam Feed Works	56

WOODWORKING MACHINERY.

Mershon, W. B., & Co.	
Chickasaw Cooperage Company	48
Godfrey, John F.	37
Lidgerwood Manufacturing Co.	56

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works	44
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Central Manufacturers' Mutual Insurance Company	38
Davis, A. J., & Co.	38
Indiana Lumbermen's Mutual Insurance Company	38
Lumber Mutual Fire Insurance Company	38
Pennsylvania Lumbermen's Mutual Fire Insurance Company	38

TIMBERLANDS.

Lacey, James D., Timber Co.	
-----------------------------	--

MISCELLANEOUS.

Brookmire Economic Service	39
Buck, Frank R., Co.	
Childs, S. D., & Co.	53
Kane Manufacturing Company	32
Lumbermen's Credit Assn.	56
Perkins Glue Company	1

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....65c a line

Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—SUPERINTENDENT

for large Northern plant, sawmill with many years' cut and yard in connection, operating continuously. Located in city of good size. Recite experience and give references. Address, "BOX 111," care HARDWOOD RECORD.

WANTED

A man with real selling ability for Pittsburgh and surrounding territory. Can use a good white pine and yellow pine salesman and also a good hardwood salesman for the yard and factory trade. Can also use a good all-round salesman for the large manufacturing plants. Do not apply unless you are a hard worker, steady and reliable in your habits and with good selling talent and personality. Compensation liberal, based on ability. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

WANTED—MANAGER

for wholesale hardwood department of large yellow pine company in southwest. Experienced wholesaler able to conduct business on his own responsibility and secure results desired. Ample capital. Present business 50 to 75 cars per month. Opportunity to make \$5,000.00 to \$7,500.00 annually. Give experience, present connection, age, references, etc., in first answer. Communications confidential. Address, "BOX 117," care HARDWOOD RECORD.

WANTED—EXPERIENCED

Hardwood edger man, trimmer man and setter; also several lumber handlers. Apply E. D. VAN ETTEN, care John J. Soble Lumber Co., Inc., Edmeston, N. Y.

EMPLOYMENT WANTED

YARD SUPERINTENDENT

Experienced and capable young hardwood yard superintendent open for position Dec. 15 or Jan. 1. Address, "BOX 115," care HARDWOOD RECORD.

SITUATION WANTED

by young man of thorough knowledge of lumber and dry kilns. Capable of handling the entire lumber department of a manufacturing plant, including purchasing, etc.; will not accept salesman's job. Address, "BOX 120," care HARDWOOD RECORD.

LUMBER WANTED

QUARTERED WHITE OAK STRIPS WANTED

1sts and 2nds 2½" to 5½" wide direct from 1sts and 2nds 2½" to 5½" wide direct from Kentucky or Indiana mills. LANHAM HARDWOOD FLOORING CO., Louisville, Ky.

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

LUMBER WANTED FOR GOVERNMENT WORK

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of Hardwoods for government departments and government contractors with lists of new contracts, prices, etc. Write for free sample bulletins.

WANTED

3 cars 5/4 sound wormy Chestnut. S. BURKHOLDER LUMBER CO., Crawfordsville, Ind.

WANTED TO BUY

Hard and soft wood Slabs and Edgings, 12", 16", 24", 30" and 48" for fuel wood. Also Cordwood. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

WANTED CARLOAD LOTS

Hickory, Maple, Beech or Oak Cordwood, dry Hardwood Sawdust. Cash with order.

J. C. MALONEY, Swissvale, Pa.

WANTED TO BUY

Two or three million feet of Black Walnut logs and timber to manufacture gunstocks for the government.

Also oak and other hardwood.

J. W. FRYE LUMBER CO., Dayton, O.

WANTED FOR CASH

2 cars 2½" FAS & No. 1 Com. Oak 7 & 14'
2 cars 2" FAS & No. 1 Com. Oak 7 & 14'
2 cars 2½" FAS & No. 1 Com. Hickory
10 cars 2½" FAS & No. 1 Com. Hard Maple
3 cars 2½" FAS & No. 1 Com. Beech
10 cars 2" FAS & No. 1 Com. Beech
3 cars 1¾" FAS & No. 1 Com. Beech
1 car 1" Log Run Beech

Indiana or Ohio stock preferred.

This material is needed for green shipment on present orders and we will inspect at mill, paying Cash, less 2%.

JOHN I. SHAFER HARDWOOD CO.,
South Bend, Ind.

WANTED QUOTATIONS ON

continuous supply fresh cut hardwoods; sawed 2x6" full (4 ft. and up long) FAS & No. 1 Com. & Btr. Can not use partially dry. DUNTON COMPANY, Grand Rapids, Mich.

WANTED FOR CASH

20 cars Rock Elm, FAS & No. 1 Com. We want this for green shipment during the winter.
JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana.

WANTED ALL GRADES

Chestnut lumber to sell. Address, "BOX 123," care HARDWOOD RECORD.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

VENEER WANTED

WANTED 1/16" QUARTER SAWN

White Oak, select grade, 10" and 11", clear of sap, by 44", 28" and 19" long. Address, "BOX 124," care HARDWOOD RECORD.

TIMBER FOR SALE

FOR SALE—480 ACRES

(Timber Only) in Shelby County, Tex., near railroad, 60% Oak, ranging from 2 to 5 feet in diameter. Also 640 acres Yellow Pine in Lee Co., Fla. J. D. LEISURE, Columbus, Ind.

FORTUNE KNOCKS

500,000 acres very fine mahogany timber, bargain. Address, "BOX 119," care HARDWOOD RECORD.

FOR SALE LARGE TRACT OF

Timber on Quatsine Sound, British Columbia. Ocean going vessels can go right up to the property. Write for price. T. A. White, Middletown, O.

DIMENSION STOCK WANTED

WANTED TO BUY

5 cars 2x2-30" Clear Oak Squares.
5 cars 2x2-19" Clear Oak Squares.
5 cars 1½x1½-19" Clear Oak Squares.
10 cars 1½x1½-20 and 40" Clear Oak Squares.
5 cars 1¼x2¼-5' clear Oak.
5 cars 1½x2½-5' clear Oak.
10 cars 1¼x2 and 2¼-40" clear Oak.

Write for orders to cut. We are always in the market.

THE PROBST LUMBER CO., Cincinnati, Ohio.

WANTED—SEVERAL CARS

2x2x30" and 2½x2½x30" Clear Birch or Maple Squares. THE MAY LUMBER CO., 949 Broadway, New York, N. Y.

DIMENSION STOCK FOR SALE

DIMENSION STOCK FURNISHED OR SUPPLIED

We are in position to supply manufacturers with Hardwood Dimension Stock in all sizes. B. J. HARRISON MFG. CO., Arkville, N. Y.

LUMBER FOR SALE

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills. The mills make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, Lumbermen's Bureau, 810 Munsey Building, Washington, D. C.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw. If desired. **WALTER C. MANSFIELD**, Menominee, Mich.

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

FOR SALE—WE OFFER

the following for prompt shipment:

- 1 car 2" No. 1 Com. and Bet. Soft Maple.
 - 1 car 1" No. 1 Com. and Bet. Soft Maple
 - 1 car 2" sound wormy Chestnut
 - 1 car 1½" sound wormy Chestnut
 - 1 car 1" sound wormy Chestnut
 - 4 cars 1½" log run Beech
 - 1 car 1¼" log run Beech
 - 6 cars 2" log run Hard Maple
 - 1 car 4x4 No. 1 Com. & Bet. squares Hard Maple.
- R. R. PARK & COMPANY,
Jamestown, N. Y.

TIMBER LANDS FOR SALE**FOR SALE OR TRADE**

15,000 acres Chestnut, Hemlock, Oak, etc., in N. C. G. C. BLANKNER, 60 Wall Street, New York City, N. Y.

FOR SALE OR TRADE

5,200 acres Yellow Pine, Oak, Chestnut, etc., in Tenn. G. C. BLANKNER, 60 Wall Street, New York City, N. Y.

MACHINERY FOR SALE**FOR SALE**

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

FOR SALE

AT GURNEY, WIS.

- 3 track jacks
- 1 Jim Crow rail straightener
- 2 sleighs
- 2 heavy screw jacks
- 2 hose carts
- 12 lumber buggies
- 4 haul-off rigs
- 1 dump cart
- 24 cross-cut saws
- 1000 lbs. of usable track bolts
- 12 tons of usable railroad spikes
- 1 ice cutting plow and fixtures
- 1 water ram
- 90 bark spuds
- 2 complete blacksmith shop outfits.

UPHAM & AGLER,

2322 S. Throop St., Chicago, Ill.

FOR SALE

- 1 Hill-Curtis log dog, never used. Steam driven. Will handle largest log.
 - 1 Perkins Steam Drag Saw. Guaranteed good as new, complete with saws.
 - 1 Hedgehog and car, also hand power derrick.
 - 1 Yale Triplex four-ton Block. Guaranteed.
- NICKEY BROS., INC., Memphis, Tenn.

LOGS WANTED**WANTED—BLACK WALNUT LOGS**

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

RAILWAY EQUIPMENT FOR SALE**LOCOMOTIVE FOR SALE**

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00. each, f. o. b. Redwine, Ky. **LENOX SAW MILL CO.**, Lenox, Ky.

BUSINESS OPPORTUNITIES**HIGH-CLASS MANUFACTURING AND**

wholesale lumber company, holding unusual location and opportunity, desires to increase capital from \$50,000.00 to \$100,000.00. Have position for experienced hardwood office man, also manager of entire hardwood operation. Don't apply unless you have both capital and ability. Or we offer an absolutely sound 10% investment for money without services. Good investment for retired lumberman; the funds of an estate; or we can use a young man with capital and stenographic ability who desires to learn the lumber business. Address "OPPORTUNITY," care **HARDWOOD RECORD**.

BUSINESS OPPORTUNITY

A bargain if sold at once, a thoroughly equipped six-ft. Band Sawmill A#1 condition, operating steadily, located in live town of twenty-five hundred, three railroads, ideal living conditions and healthy climate. Can include two to three million feet southeast Missouri timber and logs, the source of supply available to mill sufficient for several years run. Manager's entire attention required elsewhere throws this exceptional offer on the market. Terms to be arranged if purchaser desires. Address, "BOX 118," care **HARDWOOD RECORD**.

HARDWOODS FOR SALE**ASH**

NO. 1 C. & BTR., white 5/4", good wdths., 50% 14-16", 2 yrs. dry. **ATLANTIC LUMBER CO.**, Buffalo, N. Y.

FAS, white, 6/4", reg. wdths., 14-16" long, 1 yr. dry. **BUFFALO HARDWOOD LUMBER CO.**, Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 12/4", COM., 5/4". **GAYOSO LUMBER CO.**, Memphis, Tenn.

FAS, 3/8" & 1/2", reg. wdths. & lgths., 6 mos. dry. FAS, 5/8" & 3/4", up, reg. lgths., 6 mos. dry. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

FAS, brown, 6/4 & 8/4, good wdths. & lgths. dry. **JONES HARDWOOD CO.**, Breton, Mass.

NO. 2 C. & BTR., 4/4", reg. wdths. & lgths. dry. NO. 3 C., 4/4", reg. wdths. & lgths. dry. **KNEELAND-BIGELOW CO.**, Bay City, Mich.

FAS, Ark. white, 8/4 & 12/4, 10" and up; **SEL.**, Ark. white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4, 6" and up; NO. 1 C., Ark. white, 4/4, 5/4, 8/4, 10/4, 12/4 & 16/4; **CLR.**, shorts, Ark. white, 4/4, 5/4, 8/4, 10/4, 12/4 & 16/4; **KOSSE, SHOE & SCHLEYER CO.**, Cincinnati, Ohio.

COM. & BTR., 4/4-8/4". **KRAETZER-CURED LUMBER CO.**, Memphis, Tenn.

NO. 2 C., 4/4", 4" & up, 10-16", 8 mos. dry; NO. 3 C., 4/4", 4" & up, 10-16", 8 mos. dry. **P. J. LAWRENCE LUMBER CO.**, St. Louis, Mo.

NO. 1 C., 5/4, 6/4 & 8/4, 4" & up, 8' & longer, 6 mos. dry; NO. 2 C., 6/4, 8/4, 4" & up, 8' & longer, 6 mos. dry. **MOWBRAY & ROBINSON CO.**, Cincinnati, Ohio.

NO. 1 C. & BTR., 4/4 & 8/4". **PENROD, JURDEN & McCOWEN**, Memphis, Tenn.

NO. 2 C., 4/4", reg. wdths. & lgths., 6 mos. dry. **J. V. STIMSON HARDWOOD CO.**, Helena, Ark.

FAS, brown, 4/4, 5/4"; NO. 1 C., brown, 4/4, 5/4"; NO. 2 C., brown, 4/4". **T. SULLIVAN & CO.**, Buffalo, N. Y.

COM. & BTR., 8/4 & 12/4", reg. wdths. & lgths. **THANE LUMBER CO.**, Memphis, Tenn.

NO. 1 C. & BTR., white & brown, 4/4-16/4", 1-2 yrs. dry. **TAYLOR & CRATE, INC.**, Buffalo, N. Y.

NO. 1 C., 8/4"; FAS, 5/4", 8 & 10', bone dry; **STRIPS**, 1 face, clr., 5/4x3½-5½; **SEL.**, air-plane, 8/4", 16/4"; **ONE FACE CLR.**, 4-7", 8/4";

ONE FACE CLR., 12/4", 4-7"; **SD. WORMY**, 5/4". **THOMPSON-KATZ LUMBER CO.**, Memphis, Tenn.

BASSWOOD

FAS, 4/4", reg. wdths. & lgths., 1 yr. dry. **BUFFALO HARDWOOD CO.**, Buffalo, N. Y.

FAS, 10/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., white, 5/4", reg. wdths. & lgths., 4 mos. dry. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

5/4". **JACKSON & TINDLE**, Grand Rapids, Mich.

LOG RUN, 4/4 & 6/4, good wdths. & lgths., dry. **JONES HARDWOOD CO.**, Boston, Mass.

NO. 1 & 2 C., 5/4", reg. wdths. & lgths., dry. **KNEELAND-BIGELOW CO.**, Bay City, Mich.

NO. 1 C., 4/4"; NO. 3 C., 5/4". **MASON-DONALDSON LUMBER CO.**, Rhineclander, Wis.

LOG RUN, 5/4, 4" & up, 8' & longer, 1 yr. dry; NO. 1 C., 4/4", 4" & up, 8' & longer, 1 yr. dry. **MOWBRAY & ROBINSON CO.**, Cincinnati, Ohio.

NO. 2 C. & BTR., 4/4, 5/4, 6/4 & 8/4", good lgths., 2 yrs. dry. **TAYLOR & CRATE, INC.**, Buffalo, N. Y.

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

HARDWOODS FOR SALE

BEECH

NO. 2 & BTR., 6 1/4 & 10 1/4" JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 5/4, 6/4 & 8 1/4", reg. wdths. & lgths., dry. NO. 3 C., 5 1/4 & 6 1/4", reg. wdths. & lgths., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 & BTR., 6 1/4 & 8 1/4", 4" & up, 8' & longer, 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

LOG RUN, 4/4 & 5 1/4", ran. wdths. & lgths., bone dry. J. V. STIMSON, Huntingburg, Ind.

BIRCH

FAS, sap, 4/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4 & 12 1/4"; NO. 1 C., 4/4, 5/4, 6/4; NO. 2 C., 6 1/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 2 C. & BTR., 4 1/4-10 1/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 4 1/4 to 16 1/4", good wdths. & lgths., unselected for color, dry. JONES HARDWOOD CO., Boston, Mass.

FAS, NO. 1 & NO. 2 C., 4/4", reg. wdths. & lgths., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 1 C., 4/4, 5/4; NO. 3 C., 4/4"; NO. 1 & BTR., 12 1/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16 1/4", 1 1/2-2 yrs. dry. TAYLOR & CRATE, INC., Buffalo, N. Y.

NO. 1 & BTR., 3/4, 4" & wider, 6-16", 18 mos. dry; NO. 2 & BTR., 8/4, 4" & wider, 6-16", 1 yr. dry; NO. 3 C., 8/4, 4" & wider, 6-16", 1 yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

BUTTERNUT

COM. & BTR., 4/4", reg. width. & lgth. 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CEDAR

NO. 1 C. & BTR., red, 4/4", reg. wdths. & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

CHERRY

NO. 1 C., 4/4-8/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 6" & up; NO. 1 C., 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

LOG RUN, 4/4", ran. wdths. & lgths., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 1 C. & BTR., 4/4", 2 yrs. dry. TAYLOR & CRATE, INC., Buffalo, N. Y.

CHESTNUT

FAS, 4/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", reg. wdths., 1/2 14-16" long, 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4-8/4", 6" wide, 8' & longer, 6 mos. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C. & BTR., 5 1/4 & 8 1/4", 2 yrs. dry. TAYLOR & CRATE, INC., Buffalo, N. Y.

COTTONWOOD

NO. 1 & PANEL, 4/4", 18 & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 8/4 & 12/4", reg. wdths. & lgths., 8 mos. dry; BOX BDS., 4 1/4", 8-12", reg. lgths., 9 mos. dry; NO. 1 C., 4 1/4", reg. wdths. & lgths., 6 mos. dry; NO. 2 C., 4 1/4", reg. wdths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

CYPRESS

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 SHOP, 10 1/4, 12 1/4 & 16 1/4", 18 mos. dry. TAYLOR & CRATE, INC., Buffalo, N. Y.

SEL., 4/4" & 8/4", reg. wdths. & lgths., dry; SHOP, 4/4, 8/4 & 12 1/4", reg. wdths. & lgths., dry; NO. 1 C., 4/4", reg. wdths. & lgths., dry; NO. 2 C., 4/4", reg. wdths. & lgths., dry; NO. 1 & NO. 2 C., 8/4", reg. wdths. & lgths., dry. THANE LUMBER CO., Memphis, Tenn.

ELM—SOFT

LOG RUN, 5 1/4, 6 1/4 & 10 1/4" BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 12/4", reg. wdths., 45% 14-16", yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN 4/4, 8/4 & 12/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 8/4, 10/4 & 12/4". GAYOSO LUMBER CO., Memphis, Tenn.

NO. 1 C., 6/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 12/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4 & 12 1/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 6/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN, 12/4", ran. wdths. & lgths., 1 yr. dry; LOG RUN, 4/4", ran. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 C. & BTR., gray, 4/4-16 1/4". T. SULLIVAN & CO., Buffalo, N. Y.

LOG RUN, 4/4, 6/4, 8/4, 14/4 & 16/4", reg. wdths. & lgths., dry; FAS, 12/4, reg. wdths. & lgths., dry. THANE LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 6/4", 4" & wider, 6-16", 1 yr. dry; NO. 2 & BTR., 8/4", 4" & wider, 6-16", 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

ELM—ROCK

NO. 1 & BTR., 10 1/4 & 12 1/4" JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C. & BTR., 6/4, 8/4, 10/4 & 12/4", reg. wdths. & lgths., dry; NO. 3 C., 6/4 & 8/4", reg. wdths. & lgths., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

NO. 2 & BTR., 8/4. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8/4"; NO. 1 C. & BTR., Qtd., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4, 5/4 & 6/4"; NO. 1 & NO. 2 C., 4/4, 5/4 & 6/4". BROWN & HACKNEY, INC., Memphis, Tenn.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 5/4", reg. wdths. & lgths.; NO. 1 C. & BTR., 4/4", reg. wdths. & lgths.; NO. 2 C., 4/4", reg. wdths. & lgths.; BOX BDS., 4/4", 12-16", reg. lgths.; FAS, 1 1/4", 13 & up, reg. lgths. FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", 4" & up, 10-16", 6 mos. dry; FAS, 1 1/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 4/4 & 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 4/4", ran. wdths. & lgths., 18 mos. dry; NO. 2 C., 4/4", ran. wdths. & lgths., 16 mos. dry; BOX BDS., 4/4", 13-17, ran. lgths., 16 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 3 C., 1 1/4", reg. wdths. & lgths., 5 mos. dry; BOX BDS., 4/4", 13-17", reg. lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

GUM—PLAIN RED

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 1/4-8 1/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 4/4", reg. wdths., 10-12" long, 1 yr. dry; NO. 1 C., 4/4", reg. wdths. & lgths., 8 mos. dry; NO. 1 C., 6/4", reg. wdths. & lgths., 13 mos. dry; FAS, 6/4", reg. wdths. & lgths., 13 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 6/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 6/4, 8/4 & 10/4". GAYOSO LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. width. & lgth., 8-11 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C., 5/4", reg. wdths., 60% 14-16", 1 yr. dry; NO. 1 C. & BTR., 6 1/4", reg. wdths., 60% 14-16", 1 yr. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

GUM—TUPELO

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4", 4" & up, 10-16", can dress & resaw, 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

HACKBERRY

LOG RUN, 4/4", reg. wdths. & lgths., 5 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

HICKORY

NO. 1 & NO. 2 C., 12/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4, 12/4, 14/4 & 16/4", ran. wdths. & lgths., green. J. V. STIMSON, Huntingburg, Ind.

MAHOGANY

FAS, NO. 1 C., SHORTS & WORMY, 1/2-16/4", plain & figured, Mexican & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago.

MAPLE—HARD

NO. 1 C., 4/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", reg. wdths. & lgths., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 4/4 & 8/4"; NO. 1 C., 4/4 & 5/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 C. & BTR., 10/4, 12/4 & 14/4"; NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4; NO. 3 C., 4/4 & 5/4". JACKSON & TINDLE CO., Grand Rapids, Mich.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", reg. wdths. & lgths., dry; NO. 3 C., 4/4, 5/4 & 6/4", reg. wdths. & lgths., dry; NO. 1 & NO. 2 C., 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4", reg. wdths. & lgths., dry. THE KNEELAND-BIGELOW CO., Bay City, Mich.

FAS, 4/4"; NO. 1 & BTR., 10/4 & 12/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 & BTR., 12/4", ran. wdths. & lgths., 6 mos. dry. J. V. STIMSON, Huntingburg, Ind.

MAPLE—SOFT

FAS, 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

4/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 & BTR., 5/4-10/4", good wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 2 & BTR., 4/4", ran. wdths. & lgths., 14 mos. dry. J. V. STIMSON, Huntingburg, Ind.

NO. 2 & BTR., 8/4", 4" & wider, 6-16", 1 yr. dry; NO. 2 & BTR., 4/4", 4" & wider, 6-16", 1 yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

OAK—PLAIN RED

NO. 1 C. & BTR., 4/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 3/4, 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4 & NO. 2 C., 4/4". BROWN & HACKNEY CO., Memphis, Tenn.

FAS 10/4", reg. width. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & BTR., 10/4 & 12/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

FAS, 4/4", 6" & up, 8' & longer, 1 yr. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

FAS, 3/4", 1/2", 5/8". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 6/4", reg. widths & lgths., 6 mos. dry; NO. 1 C. & BTR., 10/4", reg. widths & lgths., 1 yr. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

OAK—QUARTERED RED

FAS 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

OAK—PLAIN WHITE

NO. 1 C., 8/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 6/4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4"; NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4, 5/4 & 6/4". BROWN & HACKNEY, INC., Memphis, Tenn.

FAS, 10/4", reg. widths & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", 10/4, 12/4 & 16/4", reg. widths & lgths.; NO. 1 C., 4/4", reg. widths & lgths.; NO. 1 C. & BTR., 5/4", reg. widths & lgths.; NO. 1 C. & BTR., 10/4 & 12/4, reg. widths & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 1 C., 4/4", 4" & up, 10-16", 8 mos. dry; NO. 2 C., 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4-16/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, 4/4-6/4", 6" & up, 8' & longer, 1 yr. dry; SEL., 4/4-8/4", 6" & up, 8' & longer, 1 yr. dry; NO. 1 C., 4/4-8/4", 4" & up, 8' & longer, 1 yr. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C., 1/2", 5/8"; NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

SD. WORMY, 4/4", reg. widths & lgths., dry. THANE LUMBER CO., Memphis, Tenn.

NO. 1 C., 10/4 & 12/4", 1 yr. & older dry. TAYLOR & CRATE, INC., Buffalo, N. Y.

NO. 3, 12/4", 4" & wider, 6-16", 1 yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

FAS, 3/4 & 1/2", 6" & up, 8' & up, 8 mos. dry; FAS, 4/4", reg. widths & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 6 mos. dry; BCKG. BDS., 3/4, 5/4, reg. widths & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 4/4-8/4", 6" & up, 8' & longer, 1 yr. dry; CLR. STRIPS, 5/4", 3" & up, 8' & longer, 2 yrs. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

OAK—MISCELLANEOUS

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 3 C. 4/4"; CROSSING PLANK 12/4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

POPLAR

NO. 1 C., 8/4", good widths., 50 % 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, soft yellow, 4/4, 6/4, 8/4, 10/4 & 12/4"; SAP & SEL., soft yellow, 6/4, 8/4, 10/4 & 12/4"; NO. 1 C., soft yellow, 6/4, 8/4, 10/4 & 12/4"; KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR. 5/8 & 4/4", ran. width & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C., 10/4, 12/4", 6" & up, 8' & longer, 1 yr. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

NO. 1 C., 4/4", ran. widths & lgths., 18 mos. dry; NO. 2 C., 4/4, 5/4", ran. widths & lgths., 18 mos. dry. J. V. STIMSON, Huntingburg, Ind.

SYCAMORE

LOG RUN, 4 1/4", reg. widths & lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

WALNUT

NO. 2 C. 4/4", reg. width & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. widths & lgths., 6 mos. dry; NO. 1 C. 4/4", reg. widths & lgths., 6 mos. dry; COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 3/4, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", 6-8" wide; FAS, 3/4, 5/8, 3/4, 4/4, 5/4 & 8/4", 6-7" long; NO. 1 SEL., 4/4, 5/4, 8/4"; NO. 1 C., 1/2, 3/4, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4; NO. 2 C., 1/2, 3/4, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4; CLR. STRIPS, 4/4, 5/4, 6/4, 8/4 & 10/4; CLR. FACE, 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 4/4, 6" & up wd. 6-7" long; FAS, 4/4", 6" & up wd., 8' & up wd.; NO. 1 & NO. 2 C., 4/4". FRANK PURCELL, Kansas City, Kans.

NO. 1 C., 4/4", 4" & up, 8' & longer, 1 yr. dry. THE MOWBRAY & ROBINSON CO., Cincinnati, Ohio.

VENEER—FACE

ASH

1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

1/20-3/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/2-3/4, PL., 1/2-3/4, up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

POPLAR

1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 18 and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. & BTR., 4/4 & 6/4", reg. widths & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width & lgth., dry. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible.

Sample if you ask for it.

S. D. CHILDS & CO. CHICAGO

We also make Time Checks, Stencils and Log Hammers



Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

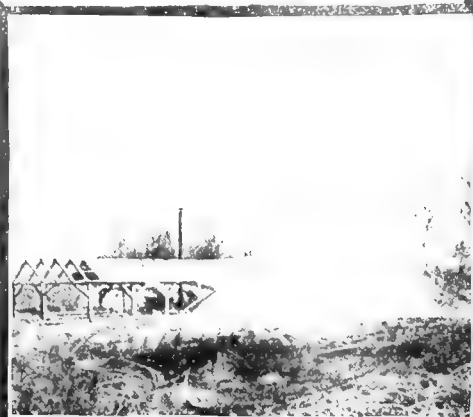
We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

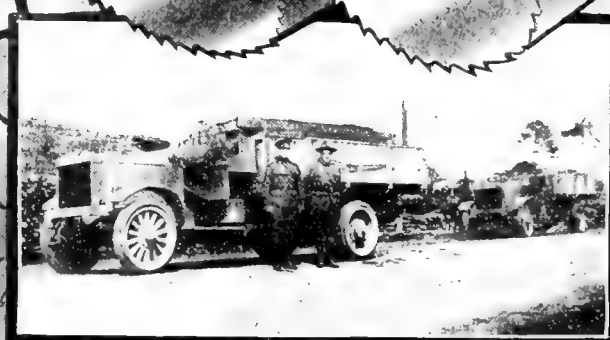
All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



This busy mill "Over There" is using Atkins Saws.



Atkins Cross Cut Saws are in the woods "Over There."



After Atkins Saws cut the logs "Over There" the trucks get busy.

Atkins ^{Silver Steel} Saws At the Front—

The Saws used in most of the American mills "Over There" were "MADE IN AMERICA", of "Silver Steel" by ATKINS. Profit by the astuteness of those in command of Democracy's greatest armica, and use Atkins "Silver Steel" Saws, "The Finest on Earth."

Help Win the War

Catalog descriptive of Atkins Saws can be had by writing nearest point below.

ATKINS ALWAYS AHEAD

E. C. ATKINS & CO., Inc. "The Silver Steel Saw People" Established 1887

Home Office and Factory, Indianapolis, Indiana
Canadian Factory, Hamilton, Ontario
Machine Knife Factory, Lancaster, N. Y.

Resales carrying complete stocks and large distributing centers at follows:

Atlanta
Chicago
Memphis

Minneapolis
New Orleans
New York City

Portland, Ore.
San Francisco
Seattle

Vancouver, B. C.
Sydney, N. S. W.
Paris, France



Bait !

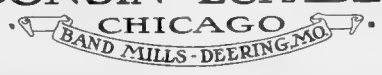


THE most relentless fisherman in the world is the salesman. His study of his customers is unceasing. He must be able to offer his proposition so that it will appeal. The most popular bait among that element of salesmen who are not competent to sell on a merit basis, is price. But the man who knows through years of experience that the very quality of his goods and his ability to give right service will make and hold customers, thinks more of what his lumber costs him than he does of what the other man sells for.

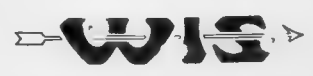
Our lumber is of that description. It is sold absolutely as it is cut without any board of any kind picked out of any grade. It comes from a large, solid tract of St. Francis Basin timber and is manufactured and yarded with scientifically designed equipment. In short, it is exactly as represented—the best procurable at any price.

The New Idea Stock List describing it gives valuable information. Write for it.

WISCONSIN LUMBER CO.



Sincerely,



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

$\frac{1}{2}$ car 4 4 Log Run Beech	1 car 2 $\frac{1}{2}$, 3, 3 $\frac{1}{2}$, 4" No. 1 Com. & Btr. Hickory
$\frac{1}{2}$ car 5 4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4 4 Log Run Cherry	$\frac{1}{2}$ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
$\frac{1}{2}$ car 4 4 Log Run Elm	1 car 4 4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	$\frac{1}{2}$ car 5 4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4 4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
 Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
 Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of
SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD

- 4 Cars 1" Boxboards, 13" to 17"
- 3 Cars 1" Boxboards, 8" to 12"
- 4 Cars 1" FAS., 6" to 12"
- 5 Cars 1" No. 1 Common
- 6 Cars 1 $\frac{1}{4}$ " No. 1 Common
- 4 Cars 1" No. 2 Common
- 2 Cars 1 $\frac{1}{4}$ " No. 2 Common
- 3 Cars 2" FAS.

OAK

- 5 Cars 1" FAS. Red
- 2 Cars 1" FAS. White
- 2 Cars 1 $\frac{1}{4}$ " No. 1 C. & Btr. Red
- 5 Cars 1" No. 1 Com. Red
- 2 Cars 1" No. 1 Com. White
- 5 Cars 1" No. 2 C. Red & White
- 2 Cars 2 $\frac{1}{2}$ " No. 1 Com. & Btr. Plain Red Oak
- 2 Cars 3" No. 1 Com. & Btr. Plain White Oak
- 5 Cars 2" Log Run Elm
- 5 Cars 1" Log Run Elm
- 3 Cars 1 $\frac{1}{4}$ " Log Run Elm
- 4 Cars 1 $\frac{1}{2}$ " Log Run Elm
- 3 Cars 2" Log Run Maple
- 2 cars 12/4" Log Run Maple
- 2 cars 6/4" Log Run Maple
- 2 cars 5/4" Log Run Maple
- 3 Cars 1" No. 1 Com. & Btr. Sycamore
- 5 Cars 1" No. 2 & No. 3 Com. Sycamore
- 2 cars 2" Select & Better Cypress

GUM

- 6 Cars 1" FAS. Sap
- 5 Cars 1 $\frac{1}{4}$ " FAS. Sap
- 3 Cars 1 $\frac{1}{2}$ " FAS. Sap
- 6 Cars 1" No. 1 Common
- 5 Cars 1" No. 2 Common
- 2 Cars 1 $\frac{1}{4}$ " FAS. Red
- 2 Cars 1 $\frac{1}{2}$ " FAS. Red
- 1 Car 1 $\frac{1}{2}$ " No. 1 Common
- 3 Cars 2" FAS. Qtd. Red
- 2 Cars 2" No. 1 Com. Qtd. Red

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices



Lidgerwood Cableway Skidders

with Mechanical Slack Puller
 Multiple Skidding Lines

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

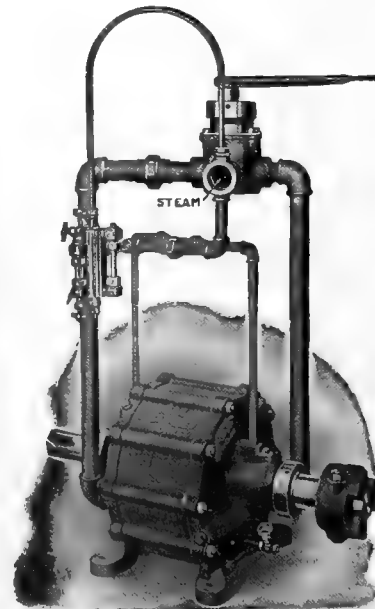
Send for catalogues

LIDGERWOOD MFG. CO.

Originators of Overhead and Ground Steam Logging Machinery

Chicago 96 Liberty St., New York Seattle

New Orleans: Woodward, Wight & Co., Ltd. Canada: Canadian Mills-Chalmers, Ltd., Toronto



On the SAWYER

depends the getting out of lumber at least cost.

Give him a
SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
 WRITE FOR IT

SOULE STEAM FEED WORKS
 Box 352
 MERIDIAN, MISS.

Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, DECEMBER 25, 1918

Subscription \$2
Vol. XLVI, No. 5

NO GUESS WORK

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience and elimination to be best, apply. In short, our production of southern rotary veneers and hardwood lumber is backed by

PJM SERVICE

*Synonymous with
Good Timber—Expert Manufacture
Scientific Drying—Modern Mills—
Satisfaction to the Buyer.*

FRANK J. BURDEN & McCORMICK

MEMBERS

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

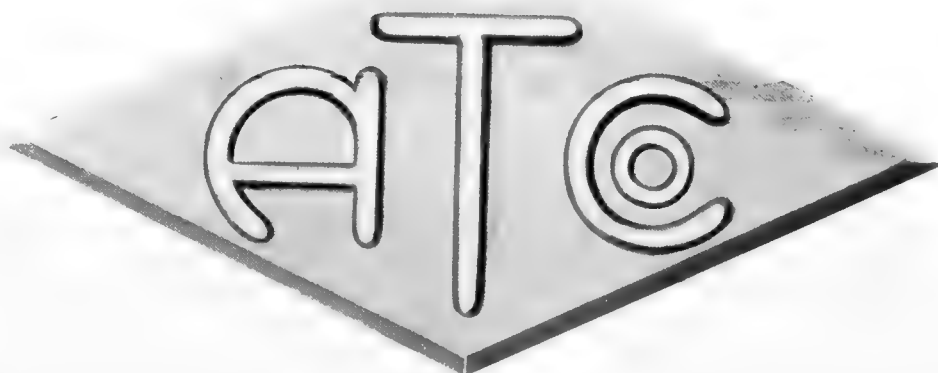
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Michigan Hardwoods

Cadillac Quality

134 M 4/4 Basswood Selects
 66 M 4/4 Basswood, No. 1 Common
 43 M 4/4 Basswood, No. 2 Common
 79 M 4/4 Basswood, No. 3 Common
 78 M 4/4 Gray Elm, No. 1 Common & Better
 60 M 6/4 Gray Elm, No. 2 Common & Better
 100 M 8/4 Gray Elm, No. 2 Common & Better
 46 M 12/4 Gray Elm, high grade
 32 M 5/4 Maple, Step
 75 M 5/4 Maple, high grade
 92 M 6/4 Maple, high grade
 95 M 8/4 Maple, high grade

Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry—

4/4 Basswood, Birch, Gray Elm, Birdseye
 Maple, Soft Maple and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8/4 Gray Elm

In addition to above we are now sawing—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

BIRCH	OAK
300,000' No. 2 Com. & Btr., 4/4"	50,000' No. 2 Com. & Btr., 4/4"
75,000' No. 2 Com. & Btr., 6/4"	MAPLE
SOFT ELM	50,000' 1sts & 2nds. 4/4" to 16/4"
300,000' No. 2 Com. & Btr., 4/4"	WHITE MAPLE
80,000' No. 1 Com. & Btr., 10/4"	14,000' 1sts & 2nds. 4/4", end dried
15,000' No. 1 Com. & Btr., 12/4"	HEMLOCK
BEECH	125,000' Merchantable 4/4"
300,000' No. 2 Com. & Btr., 4/4"	ASH
CHERRY	15,000' No. 2 Com. & Btr., 4/4"
17,000' No. 2 Com. & Btr., 4/4"	

Write for Prices

W. D. Young & Co.
 BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple Flooring
 35,000 ft. 13/16" x 4" No. 1 & Btr. Maple Flooring
 24,000 ft. 1 1/16" x 4" No. 1 & Btr. Maple Flooring
 40,000 ft. 4/4 No. 2 Common & Better Ash
 20,000 ft. 4/4 No. 3 Common Ash
 200,000 ft. 5/4 No. 2 Common & Better Beech
 60,000 ft. 8/4 No. 2 Common & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 14,000 ft. 4/4 1st & 2nd Birch
 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
 500,000 ft. 6/4 No. 2 Common & Better Elm
 225,000 ft. 8/4 No. 2 Common & Better Elm
 65,000 ft. 10/4 No. 2 Common & Better Elm
 75,000 ft. 12/4 No. 2 Common & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 30,000 ft. 4/4 No. 3 Common & Better Red and
 White Oak
 10,000 ft. 8/4 No. 2 Common & Better White Oak
 5,000 ft. 10/4 No. 2 Common & Better White Oak

The Kneeland-Bigelow
 Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
 Ash and Elm
 NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
 WEST VIRGINIA SOFT RED AND WHITE OAK
 Our Specialty: West Virginia and Pennsylvania Cherry
 1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 53 Years Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK
 940 Elk Street

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.

SPECIAL FOR SALE

2" to 4".....No. 1 Common and Better Elm
 2", 2½", 3" and 4".....No. 1 Common and Better White Ash
 2½" and 3".....No. 1 Common and Better Plain Oak

Hardwoods & Red Cedar

Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS

932 Elk Street

Standard Hardwood Lumber Co.

OAK, ASH AND CHESTNUT

1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard
LOUISVILLE, KY.

Allport, Ark. Fayette, Ala.
Furth, Ark. Guin, Ala.
Geridge, Ark. Brasfield, Ark.

Eight Band Mills

WHITE OAK	100,000' 5/4" No. 1 Com.
31,000' 5/8" FAS. Qtd.	117,000' 6/4" No. 1 Com.
75,000' 4/4" FAS. Qtd.	200,000' 4/4" No. 2 Com.
250,000' 4/4" 2 1/2 to 5 1/2" in clear strips, sap and select	PLAIN RED OAK
230,000' 4/4" No. 1 Com.	100,000' 4/4" FAS
RED OAK	220,000' 4/4" No. 1 Com.
60,000' 4/4" No. 1 Com., Qtd.	210,000' 4/4" No. 2 Com.
40,000' 5/4" No. 1 Com., Qtd.	194,000' 6/4" No. 1 Com.
50,000' 4/4" 2 1/2 to 5 1/2" clear strips	QUARTERED RED GUM
PLAIN WHITE OAK	200,000' 4/4" FAS
260,000' 4/4" FAS	100,000' 5/4" FAS
40,000' 5/4" FAS	150,000' 6/4" FAS
110,000' 10/4" Com. & Btr.	175,000' 8/4" FAS
87,000' 12/4" Com. & Btr.	PLAIN GUM
100,000' 4/4" Clear Strips, 2 1/2 to 5 1/2"	725,000' 4/4" FAS
80,000' 4/4" No. 1 Com.	175,000' 5/4" FAS
	115,000' 6/4" FAS
	175,000' 8/4" FAS
	600,000' 4/4" No. 1 Com.

Wood Mosaic Co.,

Main Office, New Albany, Ind.

Band Mills: New Albany, Ind. Highland Park, Ky.

POPLAR

21,000' 5/8" FAS	20,500' 5/4" ASH
105,000' 4/4" FAS, sap no defect	10,800' 6/4" No. 1 C. & Btr.
11,000' 5/4" FAS, sap no defect	11,200' 8/4" No. 1 C. & Btr.
15,000' 6/4" FAS, sap no defect	10,600' 10/4" No. 1 C. & Btr.
32,000' 8/4" FAS, sap no defect	18,000' 12/4" No. 1 C. & Btr.
20,000' 5/8" Saps and Sel.	31,500' 4/4" No. 1 Com.
7,000' 3/4" Saps and Sel.	12,000' 4/4" No. 2 Com.
30,000' 4/4" Saps and Sel.	12,300' 5/4" No. 2 Com.
24,000' 5/8" No. 1 Com.	ELM
68,400' 4/4" No. 1 Com.	3,000' 4/4" Com. & Btr.
12,000' 6/4" No. 1 Com.	8,000' 8/4" Com. & Btr.
13,000' 8/4" No. 1 Com.	12,000' 12/4" Com. & Btr.
25,000' 4/4" No. 2A Com.	GUM
18,000' 5/4" No. 2 Com.	35,000' 4/4" Log Run
27,400' 6/4" No. 2 Com.	PLAIN SYCAMORE
56,700' 8/4" No. 2 Com.	18,000' 8/4"x12" Com. & Btr.
	QUARTERED SYCAMORE
	14,800' 4/4" Com. & Btr.
	HICKORY
	13,000' 6/4" Com. & Btr.
	18,000' 10/4" Com. & Btr.

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 No. 1 Com., 200,000 ft.
5-4 No. 1 Com., 15,000 ft., 10 in. and up.
8-4 No. 1 Com., 30,000 ft.
10-4 No. 1 Com., 12,000 ft.
12-4 No. 1 Com., 10,000 ft.
4-4 No. 2 Com., 300,000 ft.
8-4 No. 2 Com., 75,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willet Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK	4/4 No. 3 Com., 3 cars
4/4 1s & 2s, 4 cars	4/4 C. & B. strips, 2 & 4", 3 cars
4/4 No. 1 Com. & Sel. 100,000'	MISCELLANEOUS
4/4 No. 2 Com., 6 cars	5/4 No. 1 Com. & No. 1 Shop Cypress, Rough, 1 car
5/4 No. 1 Com., 5 cars	4/4 No. 1 Shop Cypress, 1 car
4/4 Sound Wormy, 6 cars	5/8 No. 2 Com. Poplar, 1 car
4/4 No. 3 Com., 10 cars	4/4 Nos. 2 & 3 Poplar, 3 cars
PLAIN RED OAK	5/4 No. 1 & Bet., Chestnut, 1 car
4/4 1s & 2s, 1 car	6/4 1s & 2s, Sap Gum, 14' & longer, 1 car
4/4 No. 1 Com., 2 cars	1/4 No. 3 Common Gum, 3 cars
4/4 No. 2 Com., 2 cars	
QUARTERED WHITE OAK	
4/4 1s & 2s, average 3", 1 car	

DIMENSION STOCK Mahogany and Walnut

Aside from our production of lumber and veneers—We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

Double Band Mill For Sale

Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.



May your Christmas this year be merry indeed, yet celebrated with reverence and thanksgiving in keeping with the Almighty's greatest blessing,

The Return of Peace

And may you share generously in the abounding Prosperity which inevitably will follow.

This is the Holiday wish of

The Long-Bell Lumber Company
KANSAS CITY, MO.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS

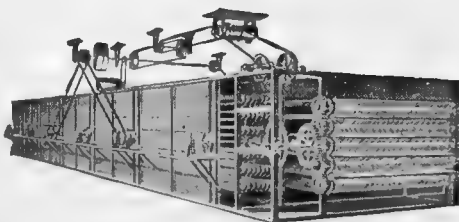
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

“USE OAK”

* Has Individual Display Ad on Page Designated.

(*See page 5)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 280)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Ft. Wayne, Ind.
Manufacturer

(*See page 16)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio
Write for List and Prices
North Vernon Lumber Company
North Vernon, INDIANA
Manufacturer

(*See page 6)
Band Saw Operators in Southern Hardwoods
Long-Bell Lumber Company
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company, MISSOURI
Manufacturer, Kansas City.

(*See page —)
We have a fine stock of 4/4 No. 1 Com. Plain White Oak; 4/4 FAS Quartered White Oak.
GALLOWAY-PEASE COMPANY, MISSOURI
Manufacturer, Poplar Bluff.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, MISSOURI
Manufacturer, Memphis, Tenn.

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 16)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO. Seymour, INDIANA
Manufacturer

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 43)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION Raywood, W. Va.

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 16)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY, LOUISIANA
Alexandria,

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., TENNESSEE
Manufacturer, Nashville.

Special. ALTON LUMBER COMPANY
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Sabine River Lumber & Logging Co., Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO. ILLINOIS
Manufacturer, Mound City.

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. MISSISSIPPI
Manufacturer, Charleston.

(*See page 12)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: JACKSON, TENN.
GREENSBURG, IND. Band Mill:
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS, MISSISSIPPI
Manufacturers, Belzoni.

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO., MISSOURI
St. Louis.

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, TEXAS
BEAUMONT.

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY, LOUISIANA
Manufacturer
Washington,

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 46)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark.
Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY, ARKANSAS
Manufacturer, Blissville.

100,000 ft. 1" 1s & 2s Qtd. White Oak
50,000 ft. 1" No. 1 Com. Qtd. White Oak, 8" & wdr.
JOHN B. RANSOM & CO., TENNESSEE
Manufacturer, Nashville
Everything in lumber

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

A & B—
If you want Sound, Soft Textured White & Red Oak, both in Plain and Quartered, write
DUHLMEIER BROTHERS & CO., OHIO
Manufacturers, Cincinnati

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY, W. VA.
Manufacturer, Middle Fork.

All stock graded up to quality—kneeked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO. SHREVEPORT, LA.
Manufacturer

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO. TENNESSEE
Manufacturer, Nashville.

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BAER-HOLADAY LUMBER CO., OHIO
Manufacturer, Greenfield.

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., W. VA.
Manufacturer, St. Albans.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-ing and Hemlin Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. BITTLE LUMBER COMPANY, HUNTINGTON, W. VA.
ROCKCASTLE LUMBER COMPANY, HUNTINGTON, W. VA.
Manufacturers

(*See page 47)
Kentucky Soft Texture White Oak, Red Oak and Poplar. High-class, sound, square edged White Oak Timbers, 10x16 ft.
AMERICAN LBR. & MFG. CO., PITTSBURGH, PENNSYLVANIA
Manufacturer and Wholesaler

LATEST LIST

QUICK

M-D MOVERS

Ready for Shipping

Do You Need?

[illegible]

The Mixed Car Specialists
HARDWOODS. PINE.

RHINELANDER, WISC.

HEMLOCK, MAPLE AND BIRCH FLOORING



Interior View Flooring Warehouse

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch

We Offer for May Shipment

40,000'	4/4	No. 1 C. & B.	End Dried White	Maple
45,000'	5/4	No. 1 C. & B.	End Dried White	Maple
40,000'	8/4	No. 1 C. & B.	End Dried White	Maple
60,000'	6/4	No. 1 C. & B.	End Dried White	Maple
150,000'	1x6"	up No. 1 C. & B.	Hard Maple	
200,000'	4/4 to 16/4	No. 2 C. & B.	Soft Elm	
40,000'	4/4	No. 2 C. & B.	Birch	
113,000'	8/4	No. 2 C. & B.	Beech	

Write us for prices today

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan

Michigan

GLADSTONE, MICHIGAN

Western Office: Mills at Gladstone and
516 Lumber Exchange, Minneapolis, Minn. Escanaba, Mich.
Chicago Office: 812 Monadnock Block

Manufacturers of the following

"PEERLESS" STANDARD BRAND PRODUCTS

**Hardwood Flooring, Staves, Hoops, Heading
and Veneers, Hemlock Lumber, Lath, Shingles,
Posts, Poles and Ties, and Hemlock Tan Bark**

COUNTERFEIT CHECKS

are frequent except where our

**Two Piece
Geometrical
Barter Coin**

is in use, then
imitation isn't
possible.

Sample if you
ask for it.
S. D. CHILDS
& CO.
CHICAGO

**We also make Time
Checks, Stencils and
Log Hammers**



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Pecan Hickory

Pecan is one of the hickories, but it is a sort of outcast in the lumber business. It does not stand very high in comparison with some of the other hickories, but is considered somewhat inferior in most of the qualities which give hickory its good reputation.

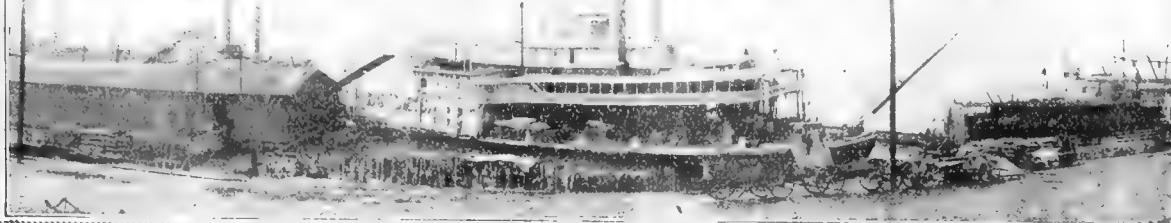
Without attempting to pass final judgment in this matter, it seems in order to say a few good words for pecan, for it may be a better wood than some people think it is. In the first place, it is abundant in most districts where it grows at all, and it grows from Missouri to the Gulf and is found in a range exceeding 300,000 square miles. It is the largest of the hickories. It grows rapidly, and while it is growing it produces enough nuts to pay for the space it occupies.

When common white oak and pecan are both equally seasoned, the pecan is the stronger by six per cent, and it is nearly ten per cent stiffer than white oak. These figures are worth considering in its favor, particularly when it is remembered that pecan is two pounds per cubic foot lighter than white oak.

It does not measure up with some of the other hickories. Its breaking strength is 16,200 pounds to the square inch; shellbark's is 20,500, and pignut's 22,500. The differences are considerable, but it must be borne in mind that these hickories are far above the average strength of woods. Pecan is lighter than either of the hickories named, and if compared with them on the basis of weight, the differences in strength would not be so great.

— J. H. H. —

MEMPHIS



SAP GUM

100,000' FAS, 4/4"
50,000' FAS, 5/4"
70,000' FAS, 6/4"

PLAIN RED GUM

150,000' FAS, 4/4"
10,000' FAS, 5/4"
10,000' FAS, 6/4"
200,000' No. 1 Com., 4/4"
65,000' No. 1 Com., 5/4"
20,000' No. 1 Com., 6/4"

QUARTERED RED GUM

60,000' No. 1 Com. & Btr., 4/4"
80,000' No. 1 Com. & Btr., 5/4"
60,000' No. 1 Com. & Btr., 6/4"
25,000' FAS, 8/4"
90,000' No. 1 Com., 8/4"

SAP, NO DEFECT

100,000' No. 1 Com. & Btr., 8/4"
COTTONWOOD
110,000' No. 1 & Panel, 4/4-18" up
CYPRESS

40,000' FAS, 8/4"
20,000' Selects, 4/4"
40,000' Selects, 5/4"
40,000' Selects, 6/4"
75,000' Selects, 8/4"
30,000' Shop & Btr., 10/4"
70,000' Shop & Btr., 12/4"
60,000' No. 1 Shop, 4/4"
70,000' No. 1 Shop, 5/4"
50,000' No. 1 Shop, 6/4"
25,000' No. 1 Shop, 8/4"
27,000' No. 1 Shop, 12/4"
200,000' Pecky, 4/4"
22,000' Pecky, 5/4"
20,000' Pecky, 6/4"
23,000' Pecky, 8/4"

QUARTERED RED GUM

71,000' 1/2" FAS
210,000' 4/4" No. 1 Com.
90,000' 5/4" FAS
255,000' 5/4" No. 1 Com.
1,500' 6/4" FAS
55,000' 6/4" No. 1 Com.
40,000' 8/4" FAS
19,800' 8/4" No. 1 Com.
18,500' 10/4" FAS
8,500' 10/4" No. 1 Com.
8,500' 12/4" FAS

PLAIN RED GUM

50,000' 4/4" FAS
47,000' 4/4" No. 1 Com.
39,500' 5/4" FAS

142,000' 5/4" No. 1 Com.
16,000' 5/4" FAS
20,000' 6/4" No. 1 Com.
26,500' 8/4" No. 1 Com.

PLAIN SAP GUM

44,000' Box Boards, 9 to 12"
243,000' 4/4" FAS, 6 to 12"
59,000' 4/4" FAS, 13" & up
100,000' 4/4" No. 1 Com.
149,000' 4/4" No. 2 Com.
72,000' 5/4" FAS
230,000' 5/4" No. 1 Com.
375,000' 5/4" No. 2 Com.
14,000' 3/4" No. 3 Com.
6,000' 6/4" FAS
15,000' 6/4" No. 1 Com.

ANDERSON-TULLY CO.

PLAIN RED OAK
200,000' 5/4" Com. & Btr.
230,000' 6/4" Com. & Btr.
60,000' 8/4" Com. & Btr.
20,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
PLAIN WHITE OAK
75,000' 6/4" Common
125,000' 8/4" Common
15,000' 12/4" Common
QUARTERED WHITE OAK
50,000' 4/4" FAS
20,000' 6/4" FAS
50,000' 4/4" Common
30,000' 6/4" Common
ASH
50,000' 12/4" Com. & Btr.
200,000' 5/4" Common
ELM
200,000' 8/4" Log Run
25,000' 10/4" Log Run
50,000' 12/4" Log Run

PLAIN RED GUM
150,000' 4/4" Com. & Btr.
250,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
QUARTERED SAP GUM
200,000' 6/4" Com. & Btr.
200,000' 8/4" Com. & Btr.
100,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
QUARTERED RED GUM
200,000' 6/4" Com. & Btr.
150,000' 8/4" Com. & Btr.
PLAIN SAP GUM
150,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
150,000' 4/4" Common
200,000' 8/4" Com. & Btr.
600,000' 4/4" No. 2 Com.
125,000' 5/4" No. 2 Com.
GUM
150,000' Wide Box Boards
100,000' Narrow Box Boards

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14" and 16" lengths. Write or wire for prices.

SAP GUM
200,000' 5/8" No. 1 Com. & Btr.
45,000' 4/4" Box Bds., 13 to 17"
60,000' 4/4" Box Bds., 9 to 12"
90,000' 4/4" 1&2, 13 to 17"
150,000' 4/4" 1&2, 6 to 12"
150,000' 4/4" No. 1 Com.
250,000' 4/4" No. 2 Com.
250,000' 5/4" Nos. 1 & 2 Com.
QUARTERED SAP GUM
200,000' 8/4" No. 1 Com. & Btr.
PLAIN RED GUM
100,000' 5/8" No. 1 Com.
75,000' 4/4" 1&2
30,000' 5/4" No. 1 Com.
15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM
150,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com. & Btr.
15,000' 6/4" No. 1 Com. & Btr.

FRITCHARD-WHEELER LUMBER CO.

Band Mills: Madison, Ark., Wisner, La.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 6/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2 1/2"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x5" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDEIMER CO.

BELLGRADE LUMBER CO.

QUARTERED RED GUM

4/4" Common and Better
5/4" Common and Better
6/4" Common and Better
8/4" Common and Better
10/4" Common and Better
12/4" Common and Better

PLAIN RED GUM

4/4" to 6/4" Common and Better
QUARTERED UNSELECTED GUM
4/4" to 12/4" Common and Better

PLAIN SAP GUM

4/4" Common and Better
5/4" Common and Better
6/4" Common and Better
4/4" to 8/4" No. 2 Common

QUARTERED WHITE OAK

4/4" Common and Better
6/4" Common and Better
8/4" Common and Better

QUARTERED RED OAK

4/4" to 6/4" Common and Better

PLAIN OAK

4/4" to 16/4" Common and Better

ELM

6/4" to 12/4" Log Run

ASH

5/4" Common and Better
6/4" Common and Better
8/4" FAS

CYPRESS

4/4" to 8/4" Log Run

COTTONWOOD

4/4" Log Run

TUPELO

4/4" Log Run

The Kraetzer-Cured Lumber Co.

All Stock Runs Regular Widths and Lengths

ASH
70,000' 1/2" No. 1 Com.
ELM
45,000' 6/4" No. 2 Com. & Btr.
100,000' 12/4" No. 2 Com. & Btr.
RED GUM
20,000' 5/8" FAS.
25,000' 5/4" FAS.
30,000' 6/4" FAS.
65,000' 5/8" No. 1 Com.
42,000' 3/8" No. 1 Com.
500,000' 4/4" No. 1 Com.
70,000' 5/4" No. 1 Com.
17,000' 6/4" No. 1 Com.
10,000' 8/4" No. 1 Com.
SAP GUM
70,000' 1/2" FAS.
100,000' 5/8" FAS.
50,000' 4/4" FAS.
14,000' 8/4" FAS.
100,000' 4/4" Box Boards, 13 to 17".
15,000' S2S to 13/16" Box Boards 13 to 17".
16,000' 1/2" No. 1 Com.
15,000' 5/8" No. 1 Com.
100,000' 4/4" No. 1 Com.
CYPRESS
37,000' 4/4" 1s & 2s.
40,000' 4/4" Selects.
45,000' 4/4" Shop.
TUPELO
40,000' 4/4" 1s & 2s.
15,000' 4/4" Box Boards 13 to 17".
HICKORY
20,000' 6/4" No. 3 Com.
OAK
140,000' 4/4" Sound Wormy.
60,000' 4/4" No. 3 Com.
50,000' 8/4" No. 3 Com.
PLAIN OAK
10,000' 2 3/4" Com. & Btr.

RUSSE & BURGESS, Inc., Memphis, Tenn.

KILN-DRIED LUMBER

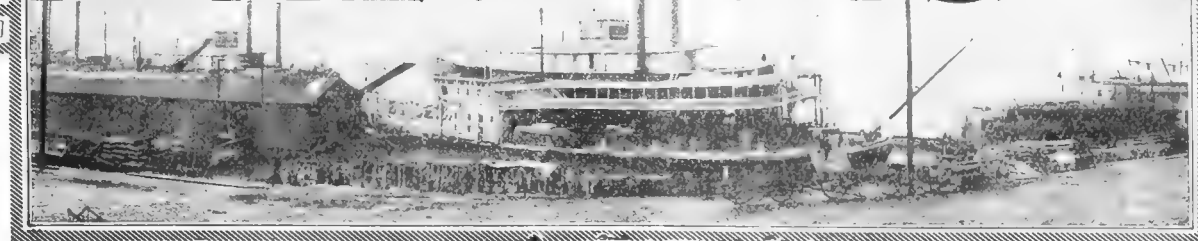
Our dry kiln capacity of 200,000 feet per month is at your service

and

8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

MEMPHIS



WHITE ASH

2 cars 10-1" to 16-1" Straight Grained
 1 car 1" 1s & 2s
 1 car 1"x10" up 1s & 2s
 3 cars 5/4" 1s & 2s
 2 cars 5/4" 1s & 2s, all 8 10'
 1 car 6/4" 1s & 2s
 2 car 6/4"x10" up 1s & 2s
 1 car 8/4" 1s & 2s
 1 car 8/4" 10" up 1s & 2s
 1 car 8/4"x12" up 1s & 2s
 2 cars 10/4" 1s & 2s
 1 car 10/4" 10" up 1s & 2s
 2 cars 12/4" 1s & 2s
 1 car 12/4"x10" up 1s & 2s
 12 car 14/4" 1s & 2s

2 cars 16/4" 1s & 2s
 1 car 5/4" Selects
 1 car 5/4" Selects
 2 cars 8/4" Selects
 1 car 5/1"x3 1/2 to 5 1/2", 1 Face Clear
 1 car 8/4", 1 Face Clear, Shorts
 1 car 10/4", 1 Face Clear, Shorts
 1 car 12/4", 1 Face Clear, Shorts
 1 car 5, 1" C. B. Sound Wormy

ASH

3 cars 5-1" No. 1 Com.
 2 cars 6/4" No. 1 Com.
 8 cars 8/4" No. 1 Com.
 1 car 10/4" No. 1 Com.
 1 car 12/4" No. 1 Com.
 1 car 8/4" No. 2 Com.

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH
 CYPRESS, TUPELO, COTTONWOOD
 GUM, SYCAMORE, ELM, MAPLE

MEMPHIS BAND MILL CO.

MANUFACTURERS

Thompson-Katz Lumber Co.

PLAIN WHITE OAK

15,000' 4/4 1st & 2nds
 50,000' 4/4 No. 1 Com.
 20,000' 4/4 No. 2 Com.
 30,000' 5/4 No. 1 Com.
 12,000' 5/4 No. 2 Com.
 18,000' 6/4 No. 2 Com.

PLAIN RED OAK

30,000' 4/4 1st & 2nds
 70,000' 4/4 No. 1 Com.
 40,000' 4/4 No. 2 Com.

PLAIN MIXED OAK

40,000' 4/4 Sound Wormy
 60,000' 4/4 No. 3 Com.
 30,000' 6/4 No. 3 Com.

QUARTERED RED GUM

200,000' 8/4 No. 1 Com. & Btr.
 30,000' 4/4 No. 1 Com.

QUARTERED SAP GUM

150,000' 8/4 No. 1 Com. & Btr.

PLAIN RED GUM

30,000' 4/4 1st & 2nds
 15,000' 4/4 No. 1 Com.
 30,000' 6/4 No. 1 Com.

SAP GUM

30,000' Wide Box Boards
 50,000' Narrow Box Boards
 200,000' 4/4 1st & 2nds
 100,000' 5/4 1st & 2nds
 140,000' 5/4 Nos. 1 & 2 Com.
 30,000' 6/4 1st & 2nds
 95,000' 6/4 Nos. 1 & 2 Com.

MISCELLANEOUS

75,000' 6/4 No. 1 Com. & Btr. Elm
 25,000' 6/4 Nos. 2 & 3 Com. Elm
 15,000' 4/4 Log Run Locust
 45,000' 4/4 Log Run Sycamore
 30,000' 4/4 8" to 12" Cottonwood
 Box Boards
 15,000' 8/4 & 10/4 Shop & Btr.
 Cypress

BROWN & HACKNEY, Inc.

Regular Widths and Lengths

ELM

100,000' 12/4" Log Run

PLAIN RED GUM

200,000' 4/4 No. 1 Com. & Btr.
 17,000' 6/4 No. 1 Com. & Btr.

QUARTERED RED GUM

150,000' 4/4 No. 1 Com. & Btr.
 30,000' 6/4 No. 1 Com. & Btr.

SAP GUM

30,000' 5/8" Log Run
 150,000' 4/4 No. 1 Com. & Btr.
 15,000' 4/4 No. 2 Com.
 60,000' 4/4 Box Bds., 9-12"
 100,000' 4/4 Box Bds., 13-17"
 30,000' 4/4 FAS, 13" up

HICKORY

32,000' 6/4" No. 2 Com. & Btr.
 31,000' 12/4" No. 2 Com. & Btr.

PLAIN WHITE OAK

27,000' 4/4" FAS
 82,000' 4/4" No. 1 Com.
 15,000' 5/4" No. 1 Com. & Btr.
 10,000' 10/4" FAS
 12,000' 12/4" FAS
 12,000' 16/4" FAS

PLAIN RED OAK

15,000' 4/4" FAS, 8-10"
 45,000' 4/4" FAS
 40,000' 4/4" No. 1 Com.
 75,000' 6/4" No. 1 Com. & Btr.

PLAIN RED AND WHITE OAK

100,000' 10/4" No. 1 Com. & Btr.
 300,000' 12/4" No. 1 Com. & Btr.

Ferguson & Palmer Co.

This Stock Is Dry and Runs in Regular Widths and Lengths

ASH

50,000' 4/4" No. 1 Com. & Btr.
 230,000' 8/4" No. 1 Com. & Btr.
 3,000' 10/4" No. 1 Com. & Btr.
 9,000' 12/4" No. 1 Com. & Btr.
 75,000' 4/4" No. 2 Com.
 30,000' 12/4" Log Run

MAPLE

30,000' 12/4" Log Run
 10,000' 8/4" Log Run

PLAIN RED GUM

15,000' 4/4" FAS
 350,000' 4/4" No. 1 Com.
 35,000' 5/4" No. 1 Com.

QUARTERED RED GUM

40,000' 4/4" No. 1 Com.

CYPRESS

40,000' 4/4" Log Run
 6,000' 5/4" Log Run
 3,000' 6/4" Log Run
 9,000' 8/4" Log Run

HONEY LOCUST

10,000' 4/4" Log Run

SAP GUM

20,000' 4/4" FAS
 66,000' 4/4" No. 1 Com.
 214,000' 4/4" No. 2 Com.
 100,000' 4/4" No. 3 Com.
 30,000' 4/4" Box Boards, 8 to 12"
 40,000' 4/4" Box Boards, 13 to 18"
 18,000' 5/4" FAS
 105,000' 5/4" No. 1 Com.
 10,000' 6/4" FAS
 15,000' 6/4" No. 1 Com.

PLAIN WHITE OAK

25,000' 5/4" No. 1 Com. & Btr.
 65,000' 6/4" No. 1 Com. & Btr.
 23,000' 8/4" No. 1 Com. & Btr.
 66,000' 12/4" No. 1 Com. & Btr.

PLAIN RED OAK

125,000' 5/4" No. 1 Com. & Btr.
 100,000' 6/4" No. 1 Com. & Btr.

PENROD-JURDEN & McCOWEN, Inc.

J. H. BONNER & SONS

POPLAR

35,000' 1" Nos. 1 & 2 Com.
 28,000' 1 1/4" Nos. 1 & 2 Com.
 15,000' 1 1/2" Nos. 1 & 2 Com.
 28,000' 2" No. 2 Com.
 16,000' 4" No. 1 Com. & FAS

ELM

12,000' 1 1/2" Log Run
 27,000' 3" Log Run

QUARTERED RED GUM

14,000' 1 1/2" No. 1 Com. & FAS
 41,000' 2" FAS
 15,000' 2" No. 1 Com.

PLAIN RED GUM

12,000' 1" FAS
 46,000' 1" No. 1 Com.
 6,000' 1 1/2" Box Boards
 8,000' 2" Box Boards

SAP GUM

35,000' 1x13-17" Box Boards
 24,000' 1x8-12" Box Boards
 75,000' 1" FAS
 15,000' 1" No. 1 Com.
 16,000' 1" No. 2 Com.

PLAIN OAK

195,000' 1" No. 2 Com. & Btr.
 45,000' 1 1/4" No. 2 Com. & Btr.
 48,000' 1 1/2" No. 2 Com. & Btr.
 58,000' 2" No. 2 Com. & Btr.
 85,000' 2 1/2" No. 2 Com. & Btr.
 52,000' 3" No. 2 Com. & Btr.
 48,000' 4" No. 2 Com. & Btr.
 135,000' 1", 1 1/4", 1 1/2" No. 3 Com.

MISCELLANEOUS STOCK

12,000' 2" Log Run Hickory
 27,000' 2 1/2" Log Run Maple
 4,000' 1" Log Run Walnut
 12,000' 1" Tenn. Red Cedar

Goodlander-Robertson Lumber Co.

SAP GUM

35,000' 4/4" Panel, 18" & up
 100,000' 4/4" Box Boards, 13 to 17"
 200,000' 4/4" Box Boards, 7 to 12"
 100,000' 4/4" FAS, 13 to 17"
 150,000' 4/4" FAS, 6 to 12"
 200,000' 4/4" No. 1 Com.
 25,000' 5/4" No. 1 Com.
 150,000' 6/4" No. 1 Com.
 25,000' 8/4" No. 1 Com.

SELECTED RED GUM

250,000' 4/4" FAS
 300,000' 4/4" No. 1 Com.
 25,000' 5/4" FAS
 50,000' 5/4" No. 1 Com.
 60,000' 6/4" FAS
 150,000' 6/4" No. 1 Com.
 40,000' 8/4" No. 1 Com.

QUARTERED RED GUM

100,000' 4/4" FAS
 150,000' 4/4" No. 1 Com.

15,000' 5/4" FAS
 40,000' 5/4" No. 1 Com.
 15,000' 6/4" FAS
 20,000' 6/4" No. 1 Com.
 50,000' 8/4" Com. & Btr.
 50,000' 10/4" Log Run
 30,000' 12/4" Com. & Btr.

SOFT ELM

150,000' 4/4" Log Run
 20,000' 5/4" Log Run
 200,000' 8/4" Log Run
 75,000' 10/4" Log Run
 60,000' 12/4" Log Run

SOFT MAPLE

20,000' 4/4" Log Run
 35,000' 6/4" Log Run
 50,000' 8/4" Log Run
 25,000' 10/4" Log Run

PECAN

35,000' 8/4" Log Run

GEO. C. BROWN & CO.

MEMPHIS



QUARTERED WHITE OAK
15,000' 4/4" Select.
29,000' 3/8" No. 1 Com.
QUARTERED RED OAK
13,000' 4/4" No. 1 Com.
8,000' 5/4" No. 1 Com.
8,000' 4/4" No. 2 Com.
PLAIN RED OAK
43,000' 4/4" FAS.
27,000' 5/4" FAS.
8,000' 6/4" FAS.
8,000' 3/8" No. 1 Com.
198,000' 4/4" No. 1 Com.
85,000' 6/4" No. 1 Com.
76,000' 4/4" No. 2 Com.
150,000' 4/4" No. 3 Com.
12,000' 12/4" FAS.
50,000' 12/4" No. 1 Com.
ELM
18,000' 4/4" Log Run.
71,000' 6/4" Log Run.
63,000' 8/4" Log Run.

Stimson Veneer & Lbr. Co.

Regular Widths and Lengths, 7 Months' Dry

SAP GUM
100,000' 4/1" Box Bds., 9-12"
130,000' 4/4" Box Bds., 13-17"
100,000' 4/4" FAS.
50,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
PLAIN RED GUM
65,000' 4/4" FAS.
195,000' 4/4" No. 1 Com.
1,500' 8/4" FAS.
4,500' 8/4" No. 1 Com.
QUARTERED RED GUM
10,000' 4/4" FAS.
4,000' 5/4" FAS.
2,000' 6/4" FAS.
15,000' 8/4" FAS, 12 mos dry
31,000' 4/4" No. 1 Com.
16,000' 5/4" No. 1 Com.
500' 6/4" No. 1 Com.
17,600' 8/4" No. 1 Com., 12 mos dry

BROWN LAND & LUMBER CO.

DRY ASH
38,000' 4/4" FAS, 10-12", 8-16"
10,000' 6/4" FAS, 10-12", 8-16"
15,000' 8/4" FAS, 10-12", 8-16"
28,500' 12/4" FAS, 12" up, 8-16"
11,500' 16/4" FAS, 12" up, 8-16"
12,500' 4/4" No. 1 Com., 10" up, 8-16"
79,000' 6/4" No. 1 Com., 10" up, 8-16"
45,000' 5/4" FAS, 6-9", 8-10"
24,000' 5/4" FAS, 6-9", 8-10"
12,000' 8/4" FAS, 6-9", 8-10"
120,000' 8/4" FAS, 6-9", 8-16"
150,000' 12/4" FAS, 6" up, 8-16"
18,500' 16/4" FAS, 6" up, 8-16"
17,500' 20/4" FAS, 6" up, 8-16"

DUDLEY LUMBER CO., Inc.

ASH
10,000' 8/4" No. 1 Com.
BEECH
1 car 6/4" Log Run
10,000' 8/4" Log Run
2 cars 10/4" Log Run
CYPRESS
50,000' 4/4" Shop & Btr.
40,000' 5/4" Shop & Btr.
6,000' 12/1" Shop & Btr.
ELM
12,000' 5/4" Log Run
11,000' 16/4" No. 1 Com. & Btr.
RED GUM
15,000' 4/4" Com. & Btr.
25,000' 5/4" Com. & Btr.
25,000' 6/4" Com. & Btr.
SAP GUM
255,000' 4/4" Com. & Btr.
200,000' 5/4" Com. & Btr.
QUARTERED RED GUM
2 cars 4/4" Com. & Btr.
2 cars 8/4" Com. & Btr.

WELSH LUMBER COMPANY

157,000' 16/4" Log Run
COTTONWOOD
150,000' 4/4" No. 1 and No. 2 Com.
12,000' 4/4" No. 1 Com., 12" up.
ASH
13,000' 4/4" No. 2 Com. & Btr.
16,000' 8/4" No. 2 Com. & Btr.
39,000' 6/4" No. 3 Com.
MAPLE
14,000' 16/4" Log Run
QTD. BLACK GUM
13,000' 4/4" FAS.
HICKORY
16,000' 8/4" No. 2 & Btr.
15,000' 12/4" No. 2 & Btr.
QUARTERED SYCAMORE
14,000' 4/4" Log Run.
CYPRESS
23,000' 8/4" Selects.
20,000' 12/4" Selects.
80,000' 4/4" Shop.
125,000' 8/4" Shop.

COTTONWOOD
80,000' 4/4" FAS
PLAIN OAK
11,500' 5/4" FAS
6,000' 8/4" FAS
25,000' 10/4" FAS
13,000' 12/4" FAS
22,000' 4/4" No. 1 Com.
22,500' 5/4" No. 1 Com.
6,000' 8/4" No. 1 Com.
75,000' 10/4" No. 1 Com.
39,000' 12/4" No. 1 Com.
18,000' 4/4" No. 2 Com.
CYPRESS
19,000' 4/4" Shop & Btr.
26,000' 8/4" Shop & Btr.
MAPLE
25,000' 12/1" Log Run
ELM
15,000' 6/4" Log Run
22,000' 12/4" Log Run

10,500' 6/4" to 16/4" Aeroplanes
(Regular Widths and Lengths)
7,000' 4/4" No. 1 Com.
66,500' 5/4" No. 1 Com.
76,400' 6/4" No. 1 Com.
300,000' 8/4" No. 1 Com.
40,000' 10/4" No. 1 Com.
4,000' 4/4" Shorts
6,000' 4/4" Strips, 2 1/2-5 1/2"
15,000' 5/4" Strips, 2 1/2-5 1/2"
15,500' 6/4" Strips, 2 1/2-5 1/2"
17,500' 8/4" Strips, 2 1/2-5 1/2"
43,000' 8/4" No. 2 Com.
11,500' 12/4" No. 2 Com.
MAPLE
15,000' 12/4" Log Run

PLAIN WHITE OAK
2 cars 1 1/2" 1s & 2s
2 cars 8/4" 1s & 2s
PLAIN RED OAK
1 car 4/4" Com. & Btr.
3,000' 5/4" 1s & 2s
5,000' 6/4" 1s & 2s
3,000' 8/4" 1s & 2s
50,000' 4/4" No. 1 Com.
9,000' 6/4" No. 1 Com.
57,000' 5/4" Log Run
35,000' 8/4" Log Run
12,000' 12/4" Bridge Plank
POPLAR
15,000' 4/4" Com. & Btr.
15,000' 5/4" Com. & Btr.
50,000' 8/4" Com. & Btr.
100,000' 8/4" No. 2 Com.
3,000' 10/4" No. 2 Com.
3,000' 12/4" No. 2 Com.
10,000' 16/4" No. 2 Com.

Regular Widths and Lengths; Dry

SAP GUM
75,000' 4/1" FAS
50,000' 4/4" FAS, 13" & up
100,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
15,000' 5/4" FAS
30,000' 5/4" No. 1 Com.
38,000' 6/4" FAS
42,000' 6/4" No. 1 Com.
25,000' 6/4" No. 2 Com.
30,000' 8/4" FAS
22,000' 8/4" No. 1 Com.
RED GUM
70,000' 4/4" FAS
150,000' 4/4" No. 1 Com.
25,000' 5/4" FAS
35,000' 5/4" No. 1 Com.
18,000' 6/4" FAS
20,000' 6/4" No. 1 Com.
GUM
60,000' 4/4" Box Bds., 13-17"
33,000' 4/4" Box Bds., 9-12"

QUARTERED RED GUM
12,000' 4/4" FAS
QUARTERED GUM
(Sap No Defect)
75,000' 6/4" FAS
75,000' 6/4" No. 1 Com.
COTTONWOOD
15,000' 4/4" FAS, 10" & up
15,000' 4/4" FAS, 6-12"
50,000' 4/4" No. 1 Com.
100,000' 4/4" No. 1 Com., 13" & up
100,000' 5/4" Nos. 1 & 2 Com.
RED OAK
15,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.
WHITE OAK
15,000' 4/4" FAS
75,000' 4/4" No. 1 Com.
75,000' 4/4" No. 2 Com.
30,000' 8/4" FAS
30,000' 8/4" No. 1 Com.

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1 car 8/4" Log Run
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PLAIN RED GUM
1 car 5/4" No. 1 Com.
QUARTERED RED GUM
1 car 5/4" No. 1 Com.
1 car 6/4" No. 1 Com.
1 car 8/4" FAS

1 car 8/4" No. 1 Com.
SAP GUM
1 car 4/4" FAS, 13" wide
1 car 4/4" Box Bds., 9 to 12" wide
1 car 4/4" Box Bds., 13 to 17" wide
PLAIN RED OAK
1 car 4/4" FAS
1 car 5/4" FAS
SOUND WORMY OAK
1 car 4/4" Com. & Btr.
QUARTERED WHITE OAK
1 car 4/4" No. 1 Com.

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COTTONWOOD
30,000' 8/4" 1s & 2s, 9 mo. dry
10,000' 12/4" 1s & 2s, 9 mo. dry
100,000' 4/4" No. 1 Com., 6 mo. dry
100,000' 4/4" No. 2 Com., 6 mo. dry
RED GUM
25,000' 4/4" 1s & 2s, 9 mo. dry
12,000' 4/4" 1s & 2s, 10-12", 12 mo. dry
50,000' 4/4" No. 1 Com., 8 mo. dry
15,000' 6/4" 1s & 2s, 14 mo. dry
30,000' 6/4" No. 1 Com., 14 mo. dry
SAP GUM
12,000' 4/4" Box Bds., 8-12", 11 mo. dry
40,000' 4/4" Box Bds., 13-17", 11 mo. dry

100,000' 4/4" Nos. 1 & 2 Com., 6 mo. dry
50,000' 6/4" 1s & 2s, 14 mo. dry
30,000' 4/4" 1s & 2s, 6 mo. dry
SOFT ELM
75,000' 4/4" No. 2 Com. & Btr., 7 mo. dry
75,000' 6/4" No. 2 Com. & Btr., 9 mo. dry
15,000' 8/4" No. 2 Com. & Btr., 9 mo. dry
30,000' 12/4" No. 2 Com. & Btr., 14 mo. dry
SYCAMORE
9,000' 10/4" No. 2 Com. & Btr., 13 mo. dry

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	15-16
Hardwood Manufacturers Are Organized.....	16

SPECIAL ARTICLES:

Important Announcements from Washington.....	34, 36 and 38
A Year of Healthful Growth.....	33
Expiration of Certain Lumber Prices.....	33
Traffic Bureau in Contemplation.....	33
Log Scarcity in South.....	33
Farmer Will Repair and Build.....	33
The Future of the Veneer and Panel Business.....	25, 25a and 28a
Wood-Mosaic Company, Inc.....	28e-32

CLUBS AND ASSOCIATIONS:

Hardwood Manufacturers' Amalgamation Completed.....	17-24 and 33
Miscellaneous	39-41

WITH THE TRADE.....

PERTINENT INFORMATION	41-42
HARDWOOD NEWS	42-47
HARDWOOD MARKET	47-49
CLASSIFIED ADVERTISEMENTS	50-51
ADVERTISING DIRECTORY	53
HARDWOODS FOR SALE.....	51-52 and 54

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Hardwood Record

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Review and Outlook



General Market Conditions

POOOR BUSINESS OR GOOD BUSINESS is almost entirely dependent upon the mental attitude of the trade in question. Reviewing the matter from this standpoint, then, there never was a time when the hardwood business had such a promising future as at present. The unanimous opinion of the sellers of hardwood lumber and veneers is that the immediate future holds great prospects and that the outlook for extremely strong business is based upon the strongest kind of a foundation. While there is a scattering of price cutting, this is to be expected even under active demand, for there are always some items piled up here and there throughout the country which must be moved in order to meet individual conditions. In general, though, there has been no development in regard to prices which gives any promise of degenerating into wholesale cutting and it is extremely unlikely that anything of this sort will materialize.

At the same time, hardwood men should consider the situation carefully before quoting and not make even individual offerings at a sacrifice. The old lack of backbone that has always characterized lumbermen, primarily because they have not known their costs, and have not been sufficiently organized, has crept into the situation during the past two or three weeks. It is typified very pointedly in the story of a man selling another product to the woodworking factory trade in the middle west. He recently has returned from an extensive trip which he devoted mainly to analyzing the situation and lining up the views of the factory heads.

In the main, the attitude of the factory man was that he does not expect any very large orders immediately, as he believes the furniture retailer is waiting for lower prices. The unanimous opinion of the furniture men, however, is that furniture prices are going to stick, and in fact, go even higher. There is a very firm and unanimous opinion on this question and undoubtedly this prediction will come true.

At the same time, the very same men retaining the above viewpoint are showing indisposition to buy raw materials, believing that prices may come down. The traveling man in question pointed out to numerous factory men the inconsistency of these two viewpoints, asking if they had been given any encouragement so far as lower price is concerned. The general verdict was that there had been no indication of lessened values in raw materials except lumber and lumbermen had shown sufficient disposition to cut list prices as to give encouragement to the factory man to anticipate further reduction, and it seemed to be the old story over again—the lumbermen are showing themselves the weak sisters and are willing

to let their material go at less prices in spite of the fact that the goods into which their raw material is manufactured will show the same price for an indefinite time in the future.

The most stimulating thing possible for any hardwood man is to attend any meeting at which hardwood men gather. There has not been a meeting since peace was declared that has not been a very strong tonic to those present. At least, in their intercourse among themselves, the hardwood men are showing a healthy and normal viewpoint which is bound to have a very strengthening effect throughout the trade. Probably this optimism would not serve to effectually control the situation without being backed by conditions which any man can see as offering logical reasons for holding up values. The same conditions that have maintained for the past month or six weeks still hold true as being substantial argument in support of a strong tone throughout the hardwood business. They involve absolute certainty of general resumption in building, which will call for vast quantities of hardwoods; decreased stocks in the North and South as at present on mill yards, and assurance that greatly curtailed log supply will further reduce winter cuts in both regions. This situation will be further aggravated by the fact that under the recent lumber embargo many mills figured that they could not profitably operate and hence closed down and disbanded their organizations, and with labor so tight it was impossible for them to resume even though they might want to do so. To the above is added the mental effect of more accurate determining of lumber costs and the fact that every mill man realizes that the stuff he now has on pile must be sold on the basis of the cost of manufacturing that maintained in the past, and not according to cost of production that will materialize in the next few months.

The labor situation seemingly is easier. This does not mean necessarily that wages are any less, but it does mean that the laboring element is less independent and is developing a greater efficiency. Illustrating this point is an interesting case cited by one large southeastern manufacturer. It seems that the company had a blowout of a steam pipe in its hotpond and desired to have repairs completed over Sunday to run on Monday. It required the services of an engineer for this work and when approached on the question, the engineer stated he would not work on Sundays except on double time. He was ordered then to call at the office for his money and the next day approached the general manager of the operation, saying he had been discharged and excused himself by saying he was only "kidding" the foreman when he said he would have to have double time. This little incident comes pretty near typifying the attitude that is developing among the laboring class throughout the country, and while it is certain it will not be taken

advantage of generally, as an excuse for wholesale wage cutting, it will develop greater efficiency and more zeal for the work. Thus it may be expected that lumber put on sticks during the late winter months may possibly show a slightly decreased cost, but none of this stock will be available for shipment before six or eight months at least, and no buyer can count upon decreasing cost of manufacture securing for him less cost for lumber sold which has been manufactured on the present cost basis.

While producers are being more generally encouraged by the government attitude toward contracts and surplus of high priced materials piled up at the government's orders to handle war work, the machinery is now pretty well organized for handling all of this surplus material in a way that will eliminate any influence on the general market and there is no possibility of radical price reduction to move this material or the dumping of large accumulations so as to disturb the normal situation.

The business element throughout the country is rapidly getting back to a normal state of mind and is meeting the problems of readjustment sanely and in a way that promises successful solution. The whole question of successful outcome is dependent upon proper organization and upon the general mental attitude. Industry is better organized today than ever and it is entirely likely that war organization may be maintained in peace times under proper control through revision of present federal statutes that are disastrous to co-ordinated work. As to the mental state, no one can question the strength of the country from this standpoint.

Hardwood Manufacturers Are Organized

WITHOUT THE SPIRIT BEHIND IT any action sought through resolution or other parliamentary ways would have little chance of lasting influence. The big thing, then, that resulted from the Louisville amalgamation meeting, the most important gathering of hardwood manufacturers ever brought together in one point, is the fact that the hardwood manufacturing trade is now a solidly established body and has put itself in condition to do the many things which need to be done in order that the future of the industry may be marked by progress.

It is true that the most imposing topic on the program was the grading rules question. It remains a fact though, that regardless of what action may have been voted upon as regards grades, such action would constitute merely going through the motions of legislation were the final results not fully backed up by the entire membership. This backing up is not possible without a thorough-going spirit of harmony in the trade. Therefore, as the meeting developed such harmony and awakened a unified desire for co-operation, the manufacturing element has put itself in a condition or a situation under which a satisfactory working out of the question of grading rules with the vision of one uniform set of rules for the entire trade as the ideal of all is more probable than ever. It appeared at first that the minority report counseling further discussions and conferences between the different elements in the hardwood trade and making possible the avoidance of any conflict within the ranks of the industry, was the wiser course of the two. However, with the convincing evidence of unity of spirit within the association membership and the evidence that has already developed showing the desire to really accomplish a sound position and solid alignment on the question of grades, it seems that the action taken is the most promising. This seems true because had the suggestion to defer action and seeking further conferences prevailed, the position of the industry so far as the question of grades is concerned, would have been much the same as it has been right along. On the other hand, with definite action taken on grades, the manufacturing industry now has its attention definitely focused on this question and has behind it the firm resolve to follow the thing through now that the start has been made. The process of following the matter out to a final satisfactory conclusion will be directed along more certain channels and will be assured of success by the fact that the resolution bringing the grading question to a head has resulted in making this a definite issue and on putting the manufacturers as a single, solid organization behind such effort. Action toward this end will comprehend intelli-

gent consultation with all elements involved and this consultation would not have been easily possible before, as the manufacturing element was never in a position, due to lack of co-ordination, to lend its voice forcibly and with sufficient weight of authority.

But the amalgamation has before it the prospects of far-reaching accomplishment in many other directions aside from the question of hardwood grades. Probably the most immediately pressing need is a thorough and intelligent working out of the question of manufacturing costs. No one thing has a greater bearing on markets, and in the present period of reconstruction it is evident that the trend of prices in order to intelligently represent value of materials must be governed by changes in the cost of producing the lumber. If these figures are not actually and definitely known, there is no possibility that market changes may reflect anything more than a desire to get business by cutting the other man's figures. If, on the other hand, with the hardwood market in its present strong position, with short stocks at the mills and on the consuming factory yards, the trade can speedily work out a comprehensive cost system that will be elastic and practicable enough to meet every man's individual conditions, a gradual easing down to a more normal state of business will be accompanied by price changes directly reflecting costs.

Another consideration involves the matter of conservation—of bringing before the manufacturing trade as a practical business problem, the question of more fully utilizing the product of the forest. Under this head is comprehended a more sane attitude toward dimension production; a more thorough-going study of the final utilization of the wood so that the tree may be cut up as nearly as possible to fit in with the ultimate consuming market needs. The lumber trade has always been represented as the proverbial tail wagging or attempting to wag the proverbial dog, meaning that lumber has usually been cut merely to pile on the yards and the consumer has been limited in his choice of purchase by the standard grades of stock that have been turned out. With the best brains of the manufacturing industry now combined and focused on the question of analyzing the consumer's cutting problems, boards may in the ultimate future and it is hoped in the near future, be cut not to suit the lumber manufacturer's ideas, but to suit the ideas of the man who cuts it up in the shop. If this is accomplished, the millennium in the hardwood trade would seemingly be on the way, for in any business the most successful operation can come and the most satisfactory prices result only when the needs and problems of the ultimate user are the governing factors in production.

It is said that a rolling stone gathers no moss, but all of us can remember that in the kid days when we wanted to roll a giant snowball, we made as big a ball with our hands as we could so as to get a good start when we began to roll. The bigger the ball grew, the more snow it picked up. The idea of the hardwood manufacturing trade has been organization of the whole industry. Here tofore there have been scattered groups here and there, each representing a different element, but no one of them was big enough to pick up a membership accumulation merely because of its size and weight. So this amalgamation may be considered as a nucleus of such formidable dimensions that it gives promise of becoming truly as its name suggests, an association of American hardwood manufacturers. As it exists now, it is sufficiently representative that it will be able to do big things in a much bigger way than was ever before possible. Plans are on foot to push membership development and the result is surely going to be a gradual taking on of hardwood manufacturing groups here and there until the organization has a real, national scope. This will enable it not only to carry on the progressive administration work outlined in its various resolutions adopted at Louisville, but will help it to carry on a vigorous and extensive trade extension campaign in behalf of hardwoods that will be productive of more and greater returns than was ever even hoped for under the present system of limited group campaigns.

Without question, the Louisville meeting, which was unique not only because of the spirit of organization and of the optimism of everyone present, but because of the cleanness of the entire proceedings both in and out of the sessions, will be remembered as the most impressive and result-producing gathering that has ever taken place.

The Following Resolution Provides for New Manufacture-Consumer Rules

WHEREAS, The hardwood lumber industry has for many years been confronting serious problems touching the manufacture and distribution of its products, which problems, due to lack of co-operative effort within the industry, remain unsolved today; and

WHEREAS, By reason of the revolutionary changes taking place today in the spiritual and economic life of the world, due to the great war, we find these problems confronting us with more insistent demand for solution, and in addition new and perplexing problems whose meaning and force we are as yet unable to grasp or measure, although they must be met and solved; and

WHEREAS, Our old national isolation is gone and our country is at the beginning of a new economic life in which it must battle with the world for commercial existence, and while we will eventually win is not doubted, that we will do so while clinging to the old self-centered chaotic and wasteful industrial spirit is impossible. We cannot blink the facts, we dare not ignore them; and

WHEREAS, We have come together at this convention with all those who see the need of co-operative effort within our industry united in the common cause of our nation, our industry and ourselves, to attack and solve our problems, to define the principles which shall guide us and to outline policies squaring with these principles, thereby welding our forces into a mighty constructive power; and

WHEREAS, Our success depends upon a clear and unequivocal adoption of principles and a specific, practical, constructive program in full accord with these principles as well as the letter and spirit of the law; therefore,

Be it Resolved, by the American Hardwood Manufacturers' Association in convention assembled this eighteenth day of December, 1918, that this is an organization of manufacturers to deal with problems which are fundamentally manufacturers' problems, chief among which are a uniform cost-finding system, scientific grading rules, market stability, advertising of our products, improvement and standardization of our manufacturing processes, the compilation of reliable statistics, the labor problem, foreign trade, elimination of unfair practices, and close contact with our government in matters affecting our industry. We propose to meet these problems in a spirit of unity, earnest co-operation and loyal adherence to the will of the majority and by exercising our right to handle our own problems without interference or limitations except that imposed by fundamental economic principles, the laws of the land, and the highest ideals of public policy.

Resolved, That this association immediately adopt rules for the grading and measurement of hardwood lumber and that the definition, application and administration of such rules be governed by the following general principles, to-wit:

In general the purpose of grading lumber is to so classify the product of the log with relation to its dimensions and the nature and location of the defects as to enable the consumer to readily get that portion of what the log produces as is best suited to his needs; and further, that the price may bear a logical relation to the quality of the product, recognizing that as values rise and supply diminishes there is greater need of grade refinements.

That under this broad principle it is clear that the only party interested in the definition of grades besides the manufacturer is the consumer, and his needs must of necessity be scientifically ascertained and accorded full weight.

That the rules must be applied by a corps of trained inspectors under a competent chief inspector who shall be especially charged with the duty of seeing that his inspectors are competent, honest and impartial and thoroughly grounded in the rules and their intelligent and uniform application. As a further means of securing correctness and uniformity in application the inspectors shall be assembled at least once in sixty days for examination and instruction under the chairman of the rules committee, at which meetings all members are entitled to be present to observe the work and offer criticism and advice for the consideration of the rules committee.

That the function of the inspectors be confined to three purposes only:

First: As arbitrators after a difference on grade or measurement on a particular shipment has arisen between buyer and seller.

Second: To instruct inspectors employed by members of the association at their mills upon request of the member for the purpose of securing uniformity in the application of the rules.

Third: To inspect shipments destined to the Pacific Coast and to foreign countries and issue official association certificates therefor.

That the inspectors shall not be kept permanently in one place but shall be rotated in their work in order to keep them entirely free from local influences.

The committee on inspection rules shall formulate inspection rules and a sales code, under the above general instructions, and report the same to the board of directors, and the said rules shall be finally approved and become effective on or before February 1, 1919, and shall be under the control of the board of directors.

The committee on inspection rules shall also carefully consider and work out any proposals looking to the establishment of a single standard for the inspection of hardwood lumber under the general principles set forth above, and make recommendations to the board of directors.

Manufacturers Amalgamation Completed

President R. L. Jurden of Memphis called together one of the most momentous meetings in the history of the hardwood business at Louisville on Tuesday, December 17. The meeting, which took place at the Seelbach hotel, lasted for two days and resulted in the adoption of important resolutions, resolving itself in the main around the question of whether the association representing the merger of the American Hardwood Manufacturers' Association and the Hardwood Manufacturers' Association of the United States, should formulate its own rules for the grading of hardwood lumber and administer those rules. It went on record in the affirmative by adopting the resolution presented by E. O. Robinson, chairman of the resolutions committee, the resolution providing that rules must be completed and be made effective by the rules committee not later than February 1, 1919.

The association also organized itself for a vigorous and extensive uniform cost investigation, and is committed to a broad trade extension campaign.

Delegates Welcomed

The meeting opened with an address of welcome delivered by Joseph Dawson, assistant district attorney of Louisville, who spoke in behalf of Mayor Smith, who was unable to be present. He extended an invitation to the association to locate its headquarters at Louisville.

James L. Hamill, attorney for the W. M. Ritter Lumber Company, Columbus, O., responded very humorously in behalf of the association.

President's Address

President Jurden then delivered his address as follows:

This meeting has been called by your executive committee, as a special meeting of your association, in compliance with an agreement made between the executive committees of this association and the Hardwood Manufacturers' Association of the United States, the conditions of which are entirely familiar to you all. It is likewise the first annual meeting of the association.

A little less than a year ago this organization had its birth in Memphis, Tenn., being, as you know, the outgrowth or consolidation of the Gum Lumber Manufacturers' Association and the American Oak Manufacturers' Association. The Gum Lumber Manufacturers' Association was born of desire to improve their conditions as gum lumber producers and it has been and is still spoken of in general lumber circles as one of the conspicuously successful lumber organizations. The American Oak Manufacturers' Association was only one year old but was a husky infant and was making rapid strides. It was the thought that a consolidation of those two organizations and the enlargement of their work for the purpose of administering to the needs of other woods was desirable and would be highly beneficial.

The association started under many difficulties of operation. Our secretary and manager, Mr. Pritchard, being in Washington on government work his services to the association were not available for some time after the organization started. His assistants, however, rendered valu-

able service. Confusion existed in the hands of members which took much time to correct and likewise it was difficult to change the system of sales reports from a monthly to a weekly basis. I am very happy to say that practically all of the members of the two old organizations are active members of the present organization. It is also pleasing to have had the support of so many new members who were not members of either of the old organizations.

At our semi-annual meeting in June, the hope was expressed that our membership would grow until we reached a total annual log scale production of one billion feet and our records show that figure was reached and passed on November 1.

During the past month we have received the application of eighty-five concerns not before affiliated. These come from the membership of the Hardwood Manufacturers' Association in response to the request from the executive committee of that association that their members join the American Hardwood Manufacturers' Association. I sincerely hope that all of our members fully appreciate the unselfishness and the broad attitude taken by the officers, directors and guiding men of the Hardwood Manufacturers' Association in giving up an organization which they founded and had supported for twenty years. They stood steadfastly by its standards and were faithful to the principles it stood for and it means no small sacrifice to them to see it disbanded. We hold in our hands today, at this meeting, the golden opportunity to enlarge this organization to the point where it is truly representative of the great industry of hardwood lumber manufacturers.

I lay stress on the fact that it is to be a manufacturers' association.

I hold that the wholesaler or dealer has no interest or place in the organization and its work. The problems of the manufacturer, whether he is in the hills or the delta, are much the same. He is conducting the same operation of felling trees, sawing them into lumber and marketing their product. Therefore, such an organization as we have here and propose to expand and enlarge, should handle only the problems of common interest to hardwood lumber manufacturers. For fear I may be misunderstood, let me make it clear that I am not one who feels that the wholesaler and dealer of lumber has no proper place in the scheme of lumber merchandising. I hold that the reputable wholesaler and dealer of lumber occupy a very necessary place and perform an essential function and there should be close co-operative effort between the manufacturer and the wholesaler or dealer. Some of my best friends and customers are wholesalers and dealers and I do quite a bit of it myself, therefore, I know his problems, and I likewise know the problems of the manufacturer and the wholesaler are totally and entirely different.

The agreement between the executive committees of the Hardwood Manufacturers' Association of the United States and this association provides that the question as to whether or not this association will adopt and administer rules of inspection to be decided at this meeting and this is to be done after a full, frank and impartial discussion of the matter and the majority vote of the membership shall decide the question.

At the first meeting of the membership of this association held last January in Memphis, a resolution was adopted and under the conditions of this resolution the association was to refrain from taking up the question of inspection rules and was to give its best efforts to bringing about uniform and standard inspection of hardwood lumber. The officers of your association have rigidly adhered to that policy and have lent aid to every plan that had uniform inspection for its purpose. I am sorry to say that all of those efforts have failed. It is, however, quite right and proper for this matter to be brought up again at this meeting, and, this being an annual meeting, the same power that existed in the annual meeting last January to vote for the adoption of a neutral policy on inspection rules has now the same right to reserve or reaffirm that policy.

For the past year we have labored under many difficulties of operation; serious car shortages; labor situation; embargoes and at times governmental restrictions and regulations. It has required the continued efforts of the best brains in the industry to solve these problems. Thank God, and the staying qualities of our allies on the western front, holding out until our boys could come with the necessary reserves, the restrictions and regulations at Washington are no longer necessary.

We have heard in the past few weeks much of the word "reconstruction." It is a tremendous word at this time and full of meaning to us all. We have for months been discussing after-war conditions and many of the government departments have gently hinted we should so shape our course and policies that we might be in a position to reap the benefits that are sure to be ours if we stand shoulder to shoulder and pursue wise and sound policies.

The sudden ending of the war has produced an unprecedented condition in the general lumber markets and undoubtedly, as the building pro-

gram will occupy first place, it will be true that the so-called soft woods will be the first to feel the benefits and increased demands. Naturally, however, the hardwoods will follow closely. It is unquestionably true that the stocks of hardwoods in the hands of mills today are low and that the supplies of hardwood lumber in the hands of the consuming trade are much below normal. Facing as we are the winter season and with perhaps the lowest production of hardwood by the mills ever known, there is no reason why hardwood values should decline. There are certain special items in hardwoods which, due to war demands, have skyrocketed in price and these prices on such special items must come to normal levels of value, but the majority of standard grades and thicknesses and kinds of hardwood lumber can be expected to hold the present values.

The hardwood manufacturer is not in a position to reduce the price of his lumber and there is no commodity of anything like such importance as hardwood lumber that has advanced in price so little, and yet the increased cost of manufacturing hardwoods has been proportionate with the increased cost of manufacturing other important commodities. The consumer of hardwood lumber, naturally pessimistic on hardwood values, will refrain from buying as long as possible but when he has found the mills cannot make reduction in their lumber, buying will commence and there will be good business for the hardwood industry for some time to come.

The labor situation is better but far from being normal. We are undoubtedly even now getting greater efficiency from our labor than we have for the past twelve or eighteen months and while wages continue high, they will undoubtedly remain high, and, in my opinion, it will be unwise to attempt to materially reduce wages until the high costs of living are materially reduced. The problem, therefore, must solve itself and it must be a gradual solution.

There are a few matters which I wish to call to the attention of this meeting and which I suggest should be very fully discussed and acted upon:

First: That the meeting give very serious consideration to the question of this association's affiliating with the National Lumber Manufacturers' Association.

Second: That careful consideration be given to the question of affiliation of this association with the Chamber of Commerce of the United States, and likewise affiliation with the American Chamber of Commerce in London.

Third: That the meeting also give consideration to the retention of and the expansion of the legal department, and work out a plan having in view a permanent legal department.

Fourth: There has been, in the past, two distinct plans of gathering and disseminating sales and stock information by the two associations. The American Hardwood Manufacturers' Association has followed the plan of reporting each actual sale, without name of customer or destination, and it has been compiled into a weekly report showing the actual transaction as regards footage, grade and price; the Hardwood Manufacturers' Association has been using the "open competition" plan whereby the footage, grade and

price of past sales are shown. In connection with that, they have operated an inspection service to test the grades of the shippers and to make comparisons of the grades furnished by each shipper.

Both plans have for their object the purpose of assisting the manufacturer to market his lumber. There can be no question but what either one or both of the plans have immense value, but every plan has value only so far as it has the united support of every manufacturer in the industry, and it is only by each member sending in promptly the information that he may be called upon to furnish that the information has value and if it were possible to get 100 per cent report from each member, the information so compiled would be of tremendous value to every hardwood manufacturer.

In closing, please do not forget that you have here in this great organization a vehicle, tremendous in its possibilities, to help you and your business. I urge you to use it and use it freely. Offer to your officers your suggestions and your constructive criticisms. They will appreciate it and I speak knowingly.

Remember that the only and sole limitation on the value of this organization to you depends entirely and wholly upon the use you wish to make of it.

Address of the Secretary

John M. Pritchard, secretary-manager of the association, delivered an informative and interesting account of the association work during the past year. He referred to the work of the Southern



R. M. CARRIER, SARDIS, WHO HEADS NEW
HARDWOOD MERGER

Hardwood Emergency Bureau which he headed at Washington, D. C. He told of the very valuable assistance the association had given to the government in the way of securing information on manufacturing capacity of the hardwood trade and said that the work had greatly clarified the government's opinions and understandings of the hardwood business. He referred to the organization of the rotary gum veneer association, which was consummated as a war measure through the American Hardwood Manufacturers' Association.

Secretary Pritchard dwelt upon the membership development of the association, which was covered more fully in the membership committee's report. Reference was also made to the departmental work carried on by the gum, oak, rotary veneer and dimension departments. He referred to trade extension work, stating that it will be kept up by the different departments.

The report then touched on the work of formulating uniform cost accounting formulas. It told of the work on terms of sale, advocating working out a uniform system in this matter. He referred to the maintenance of the monthly and weekly sales reports and of the monthly stock reports, stating that through consultation with the committee on reports and statistics, the forms have been worked out so that they now represent a very convenient arrangement and one which can be very readily used, and offer very valuable information. Mr. Pritchard said that taking into consideration seasonal influences, exceptional cases and the ordinary influence of supply and demand, the reports constitute a definite means whereby the members can keep in touch with the market.

The secretary then said that it is not the legal right of American business men to limit production. Hence, as supply and demand govern markets, the demand must be increased. This can be done only through advertising and trade extension work.

He referred then to the inquiries that have come into the association regarding lumber stocks; told of the bulletins of information that have been issued on the various woods, and commented enthusiastically on the prospects of increased effectiveness due to the amalgamation.

H. B. Weiss' Report

H. B. Weiss, chairman of the gum department, reported on the work that has been carried on in behalf of gum. The department is devoted to the extension of gum markets, the executive and general work being done in the general office. The gum department used 130 pages in thirty-two magazines, giving a combined circulation of over 2,000,000, and over 2,000 inquiries were received. The assessment for gum was based on a cut of 384,886,000 feet at six cents a thousand feet, giving a total of \$22,000 available, which was practically all used up.

Mr. Weiss referred to exhibits that had been organized and maintained and emphasized the need of money for other work than the mere scheduled advertising. He told of logs and lumber that had been sent to the government experimental laboratory, saying that this with exhibits and other follow-up work constitute an absolutely essential part of a successful trade extension campaign, but that to carry on this work effectively it would cost money.

Mr. Weiss then presented the following figures showing values in gum in 1914 and 1918, indicating the progress made during the years the advertising work has been carried on:

	Prices—Cairo	
	1914	1918
All 4/4"		
Quartered gum, FAS.....	\$42.25	\$52.75
Quartered red gum, No. 1 Com.....	28.75	41.50
Plain red gum, FAS.....	32.25	48.00
Plain red gum, No. 1 Com.....	21.75	37.25

Sales, FAS.....	17.50	34.74
Sales, No. 1 Com.....	17.50	30.25
Sales, No. 2 Com.....	11.50	26.75

He said that he does not claim all of this progress for the association work, but that at least fifty per cent of it is due to the association's campaigns.

He maintained that a six cent assessment is too small and recommended that the association come up to the full ten cents a thousand as an absolute minimum.

Treasurer's Report

The secretary then read the report of Treasurer William M. Pritchard, who was absent, showing receipts, \$79,374.40; disbursements, \$75,314.82, leaving a balance on hand of \$4,059.58.

Recommends Interesting Oak Publicity Features

E. A. Lang, chairman of the oak department, reported for his section, showing that a mail campaign resulted in fixing an assessment of four cents a thousand feet log scale.

Referring to the advertising, he said that this ran from June, 1918, and will be maintained up to March, 1919, under the present schedule. One third of the advertising has appeared in engineering and railroad publications to boost the sale of bill stock and similar materials. The appropriation was assessed on a total cut of 309,475,000 feet.

He recommended direct and follow-up work in many directions. One of the most interesting features recommended by Mr. Lang was the inauguration of a national oak furniture week which would involve a several months' campaign to organize the furniture retailers all over the country offering prizes for the best window displays of oak furniture, and also prizes to the manufacturer whose line is in the winning exhibit. The only condition would be that the stores would have to exhibit three signs, one prior to the exhibit calling attention to the coming oak week; one during the exhibit stating that it was being carried on by the oak association, and one general sign devoted to oak. The exhibits would be judged by competent men on the basis of photographs. He estimated that this work would cost from \$30,000 to \$35,000, including magazine advertising.

Mr. Lang recommended the establishment and maintenance of oak exhibits and asked

for the continued support of the association.

C. L. Harrison Reports for Advertising Committee

C. L. Harrison, chairman of the advertising committee, then submitted the following report:

Large as this association has grown and important as its other functions have become, our older members at least will not forget the fact that we originally built upon the rock of trade extension and in order to perpetuate ourselves, we must continue to give our first thought to the broad principle of how it is possible to maintain a demand which is in excess of our ability to supply. The law has said that it is not proper by agreement to curtail production in order to meet a sluggish market and avoid overstocking with the result that prices tumble down to where there is no profit left for the producer. However, there is no law against going out and creating a demand that is so active and so far in excess of normal supply that an active market is automatically created and prosperity results for the industry.

The common term "advertising" does not really cover the scope of the work under review. We can probably more gracefully and accurately classify it as "trade extension," and with your permission, I will use that term hereafter in this report.

For a number of years I have come before the annual meeting of this association and its predecessors each time pleading for ample funds to carry on the advertising of gum and oak in a way that will bring maximum results to the membership. Considering the fact that for a great many years no attention was given by the lumber industry to the problem of publicity in any of its phases, our progress under limited advertising



R. L. JURDEN, RETIRING PRESIDENT

or trade extension budgets has been marvelous, but we have only scratched the surface of our possibilities. During this past year we have not only advertised to the consumer, but we have advertised to those in our own industry who have not become as yet fully convinced that trade extension is a vital aid to salesmanship. It is most difficult to trace the results of any advertising campaign, but such maximum results have been shown during the past year that a chart has actually been made showing some of the concrete results which have been obtained.

Never again will opportunity come to increase the use and prestige of hardwood lumber in as great a degree as during this period of reconstruction that is before us. There is every indication that the demand for steel products, our principal competitor, will be greater than the ability of the producers to supply, and there will consequently be many avenues of use opened to us which, if intelligently developed, will create a permanent outlet for our product even after the steel situation has leveled itself to a normal basis again.

While we have heretofore been content to take care of the development of demand in domestic market, we absolutely must recognize that this country has now become the source of supply for the entire world in the matter of hardwood lumber and we must give very considerable attention to the developments of the export market.

Artificial conditions during the past eighteen months have contributed to create and maintain a strong demand for hardwoods, but we must not forget that right around the corner lurks our competitor, substitute, with a big stuffed club labeled "advertising" ready to knock us silly if we are not prepared with a similar weapon to retaliate and maintain our ground. My own feeling is that we should not play second fiddle to cypress, but it is probably impossible to prevail on you to spend fifty cents per thousand feet of your production to insure such increased market as will enable the present price levels of gum and oak to be maintained. There is no question but that such an expenditure would more nearly bring about that condition than any other method which could be devised, but if we are not willing to pass abruptly from the creeping to the running stage, let us at least get up on our hind legs and walk.

A careful review of the situation, and analysis of what it is necessary to do, calls for a budget for gum of \$50,000 and for oak of twice that sum. Figuring on last year's cuts, this would mean assessments of approximately 12½ cents on gum and 33¼ cents on oak as maximum amounts, but with the very much increased membership, that is going to result from the plans consummated at this meeting, these sums will undoubtedly be cut down considerably and the oak assessment especially can probably be put at a much less figure and still bring about the result desired. There is not a member of this association who would not gladly pay on the above basis for assurance that the lumber he produces during 1919 will not tumble off the high perch it now occupies and who believes that without constant repetition of the demand "use wood," the market will not weaken appreciably enough to effect values several dollars per thousand feet. Therefore, this proposed trade extension fund should be considered absolutely in the light of price insurance.

As for the proper use of any sum allotted for advertising, I feel that the past performances of our department managers for gum and oak absolutely insures that every dollar will be wisely and economically spent.

This meeting is destined to go down in lumber history as the most eventful one ever held and I do hope that it will also be marked as the turning point where we lumbermen cast off our old theories and prejudices

about advertising being a gift or an expense and consider it instead as a proper and legitimate item of investment.

Feeling that the statements I have made merely reflect the individual feelings of the members present I desire to conclude this report at this stage and offer the following resolutions:

WHEREAS, This association is founded on the broad principle that in order to create stable and satisfactory conditions in the industry, it is necessary to enlarge the demand for its products by legitimate means so that the supply shall not exceed the demand, and

WHEREAS, This purpose has been accomplished in the past by means of advertising and exploiting the products of the industry to the general public in a manner which has greatly stimulated consumption, and

WHEREAS, It has become apparent that unless much greater efforts are made in the future than in the past to hold the prestige already acquired for wood, and increase it, the substitutes will encroach on our market to our great detriment; therefore, be it

Resolved, That the membership of this association recognize fully the needs of a vigorous trade extension campaign on oak and gum and to this end will pledge itself to raise a trade extension fund of \$50,000 for gum and \$100,000 for oak to be realized by assessment of each member at the rate of not over 12½ cents per thousand feet of his gum cut, and 33¼ cents per thousand feet of his oak cut for the year 1918. Said assessment to be levied and collected in the same manner as heretofore and the expenditure of these funds to be made under the direction of the executive committee of the association in such manner as to accomplish all the recommendations set out in the reports of the chairman of the oak and gum division.

The resolution embodied in the report was referred to the resolutions committee.

Report of Assessment Committee

J. W. McClure, chairman of the assessment committee, said that there had been very little work, as the co-operation of the membership had been so general. The general association work was based on an assessment of 1,110,128,101 feet, gum and oak being based on amounts formerly given. This gave revenues of \$30,806.29 for the general fund; \$11,607.83 for oak, and \$22,113.72 for gum, a total of \$64,527.84 for total work carried on.

Mr. McClure went on to elaborate on the method of assessment and showed the ease with which it worked.

Report of Membership Committee

In the absence of W. A. Ransom, Assistant secretary J. T. Kendall read the report of the membership committee, which showed that including eighty-five members brought in through the amalgamation with the Hardwood Manufacturers' Association, the total Class A membership was 273. This is offset by the loss of seven, giving a net total of 266. The veneer department gives a membership of twenty two, making a total of 288.

Report on Statistics

M. B. Cooper then reported for the committee on reports and statistics. He told of a conference with the secretary at which the



E. A. LANG, CHAIRMAN FOR OAK



J. M. PRITCHARD, RE-ELECTED SECRETARY-MANAGER



C. L. HARRISON, CHAIRMAN ADVERTISING COMMITTEE

stock and sales reports had been properly arranged, saying that the object has been to make it easy for the members to send in their reports and to refer to the information later. He suggested that members send in copies of all orders, leaving off customers' names, if they wished, stating that this would make a very simple and easy way of gathering this information. He maintained that the reports have very great value and insisted that no member can keep properly informed on markets without them.

There were no reports from the following committees: Inspection rules, terms of sale, costs, rotary veneer department.

Report on Dimension Stock

R. L. Muse in speaking at the close of the morning session in behalf of the dimension members, said that that business is very freakish, due to the class of labor employed by the manufacturers and to the lack of accurate cutting knowledge on the part of both the manufacturer and the laborer. The result is that the business is very hazardous, but the most hazardous part is the sales price. He deplored the general and overwhelming ignorance which makes it impossible to arrive at uniform figures at which the material should be sold.

He also deplored the fact that most lumber manufacturers cut out a certain amount of dimension materials as a side line, figuring that it is a side issue, and are willing to dump it for almost any amount they can get for it. Mr. Muse stated that the dimension business must show some profit just as does any other business or the manufacturer will eventually be bankrupt.

Among the forty members of the dimension department there exists very little co-operation, and hence it is difficult to get more members. This in spite of the fact that, according to Mr. Muse, over 12,000 mills cut dimension stock; ten times as many as cut hardwood lumber. This is divided up, however, into small units, there being myriads of small mills which will always remain small because of lack of organization and knowledge of the business.

Appointments

President Jurden then appointed as members of the resolutions and officers' committee, E. O. Robinson, chairman; C. L. Harrison and J. W. McClure.

Afternoon Session

James L. Hamill opened the afternoon session, offering a resolution putting the convention on record as favoring the maintenance of an American merchant marine, continuing the building of ships and so controlling the operation of the merchant marine through legislation so that it can successfully compete with foreign business. The resolution was submitted to the resolutions committee.

Manss Delivers Wonderful Address

H. W. Manss, chairman of the War Service Committee of the Chamber of Commerce of the United States, gave a wonderfully stirring address devoted to industrial and business problems that confront the country. He referred to the successful war effort of the United States, saying that this success was made possible by the spirit of the nation and the efficiency of the individual. Parallel with this, according to Mr. Manss, is the record of the groups of manufacturers who never before had such an opportunity to exhibit the real spirit behind their work, and to belie before the world the accusation aimed at America that its citizens are prompted always by the motive of the dollar sign. Contrary to what is usually the case in normal work, individuality and personalities were not behind this successful record. Rather it was soon shown in organizing the national industries that success could not be accomplished on this basis and steps were laid to proceed on different lines.

Mr. Manss made the statement that one of Germany's greatest errors was that she counted on the impossibility of the government mobilizing American industries as a unit. According to Mr. Manss, the war has brought many good lessons, one of the most pointed of which is the realization that theoretically enacted laws can not be made to fit practical business. He had in mind the Sherman law, which he said had ceased to be useful under the stress of war conditions. This has been proven by the lack of success under individual operation and the remarkable success obtained when the entire industries of the country were put under the direction of a few men.

Mr. Manss gave some very interesting figures stating that prior to the war we were producing 32,500,000 tons of steel, and at the close of the war 45,000,000 tons. He said that if the war had been continued the United States would shortly have been producing one-half of all the steel produced in the world. He then asked what is the best means of providing for surplus manufacturing capacity.

Outline of Wonderful Conservation Methods

Going further along the same lines, Mr. Manss said that the country had to provide for the soldier thirteen times as much wool and five times as much beef as for the individual, which, with many other similar conditions, presented grave problems to those in charge. Due to the stress of circumstances, this excess requirement had to be provided by economy rather than increased production. This was accomplished by a careful analysis of users' needs, through standardization of articles and in other similar ways. For instance: Thirty to forty million yards of woollen cloth were saved through



H. B. WEISS, CHAIRMAN FOR GUM



E. O. ROBINSON, CHAIRMAN RESOLUTIONS COMMITTEE



J. W. MCCLURE, MEMBER RESOLUTIONS COMMITTEE

very simple elimination of waste and uniform. This was carried all the way through in all kinds of production, with the result that millions and millions of dollars were saved and a tremendous increase in production capacity was gained.

Mr. Manass referred to the carelessness in pushing trade on the part of lumbermen in trade extension work. He said that salesmanship is an accident and not a science in this country, and that the manufacturing trade as a whole is only now beginning to organize itself so as to deal direct. He said that trade secrets as far as selling is concerned can not exist as one organization is bound to learn what the other is doing.

Referring to salesmanship it was stated that the average salesman is too intent upon making his sale to allow him to weigh income against revenue; that he is not sufficiently conversant with his costs to know whether or not an apparently good sale will result in a definite profit. One of the big results of the war is that manufacturers are now compelled to face the facts of the case and to make such changes as will enable them to proceed upon a more scientific basis. The old system was wrong, according to the speaker, as most men were content to sell something rather than to make a profit from it.

Mr. Manass urged business men to stand out for the revocation of or change in the Sherman law so as to permit conditions which would eliminate waste, simplify production, maintain prices and prevent dumping. Such condition would help reduce the cost of living.

The United States, according to Mr. Manass, is independent as far as the personal temper of its population is concerned, but is distinctly dependent commercially. For instance, according to the speaker, the monetary value of German exports going into Pennsylvania alone are equal to all of their exports to South America. German export excess in this country is due to foreign patents held in the United States under our antiquated patent laws, which must be changed.

Mr. Manass then referred to the question of maintaining newly developed industries. He urged that all business men come to a realization of the fact that influences bearing on other industries have a vital reaction upon their own. He referred to the hope that business men may eventually come to play a more prominent part in politics, stating that 85 per cent of the present Congress is made up of lawyers.

The present tendency is to look for a panacea for life, as Mr. Manass expressed it, meaning that there are many laws and most of

them are theoretically compiled with the idea of correcting some influences which can only be corrected by men of broad vision who will consider the future as well as the present.

Mr. Manass said that introspection has been a national trait, that we have had no great statesman and no real viewpoint on international problems and therefore no foreign trade. He maintained that the war was needed to bring the nation back to the ability to see things in the broad vision of old, that the war will bring men of power to the forefront and will compel real men to take a voice in the government. Mr. Manass said:

It is my belief that with the proper laws, business men can run this country without government interference or regulation. It is unquestionably a fact that business cannot be so well carried on by the government as by private citizens. It is the spirit of our country and of our constitution that men should work for the government and not that the government should work for its citizens.

Paternalism, according to Mr. Manass, is just as serious a menace as socialism and is destructive of initiative and creativeness.

Touching on the question of merchant marine, Mr. Manass said that in 1913 this country paid \$500,000,000 to foreign steamship lines in ocean freight, whereas \$12,500,000 would have been sufficient to subsidize American vessels to a point where they could have competed with foreign bottoms.

Referring to the question of labor, Mr. Manass said the day of bulldozing by capital or labor has gone and that capital and labor must get together to solve their problems. The employers, according to Mr. Manass, have not put their cards on the table and have not stated their aims while labor has. These questions should be put in the melting pot and the proper answers formulated.

Resolutions on Railroads and Port Development

B. F. Dulweber submitted two important resolutions: One, urging that the government return the railroads to private ownership as soon as is consistent with the needs of the public and the government, stating that the association is opposed to any extension of the time limit for government control which now is set at twenty-one months beyond the day of the ratification of the peace treaty. In this resolution the association also expressed itself as favoring under the return to private ownership regulation to the extent at least of continuing the pooling of cars, open terminals and the handling of traffic by the shortest and most economical route.

The other resolution put the association on record as advocating the immediate development of Gulf and South Atlantic ports so as to provide increased outlet for foreign trade.



F. R. GADD, ESPECIALLY APPOINTED TO
TAKE CHARGE OF FIELD WORK
OPEN PRICE PLAN



R. H. DARNELL, TREASURER



M. W. STARK, CHAIRMAN OPEN PRICE PLAN

Submit Resolutions on Grading Rules

M. B. Cooper submitted a report on the meeting of the boards of directors whereby the amalgamation of the two associations was brought about. In order to bring to a head the eagerly awaited question of grading rules, Mr. Cooper closed his report with the resolution that the association formulate and administer its own rules and take proper steps to that end.

John W. McClure then moved that the organization form itself into a committee of the whole in order to handle this question and that final action be referred to the Wednesday session following the report of the resolutions committee. R. L. Jurden was then made chairman of the committee of the whole and the discussion began.

The first speaker was Fred Arne of Chattanooga, Tenn., who in a resolution recommended the adoption of the National Hardwood Lumber Association rules and that a committee of five be appointed to provide inspection service. He said that the greatest objection to the National rules was in their application and that by adopting the National rules and applying them themselves the effect would be exactly as desired.

R. M. Carrier favored the association having its own rules and administering them, maintaining that it was time that the manufacturers ran their own business.

Albert Deutsch, Houston, Tex., said there is dissatisfaction in the Southwest with National rules and that the manufacturers as they are now brought together in an amalgamated association should not ask the consent of any other organization, but should take the old manufacturers' rules, have the inspection committee perfect them and continue improvement in the cause of the manufacturers and the user.

B. F. Dulweber said that the very foundation of the manufacturers association is inspection which represents a basis of values and asked where they could get anywhere without establishing such a basis. He said the greatest question is who should make the rules—the manufacturer or the middleman, that the trade got started wrong on the rules question and has never gotten straightened out. He maintained that all rules applied up to now were based on no logical reason but just happened, that this is due to the original conditions when the furniture manufacturer as a rule produced a varied line and needed a variety of cuttings. He therefore bought log run on grade, the grades being merely to determine the value of the whole product. Conditions, according to Mr. Dulweber, are now different. There are new uses, more specialized woodworking lines and lumber must now be graded to meet the buyer's needs. Mr. Dulweber said that if the manufacturers endeavored to put lumber onto the user under rules making for excessive waste, the loss must go back on the producer. Therefore it is up to the manufacturer to handle this question on a more scientific basis. Formulation of such rules worked out in consultation with the users will require time, and in the meantime the manufacturers should appoint a committee for such work and adopt a temporary basis to proceed upon.

E. A. Lang said that the American association was organized for special functions, one of which is to arrive at production costs, which are directly dependent upon inspection rules. He asked, "Are we going to perform all of these other functions and leave that of rules to another association?"

Mr. Lieberman of Nashville stated that he had been forty-eight years in the hardwood business and said that he sells only on manufacturers' rules and that his business is probably as big as that of any other concern in the same class.

P. E. Gilbert maintained that the manufacturers should make the rules but the buyers should have a voice in the matter.

M. W. Stark said that the manufacturers should adopt their own rules and should work out their own definition and application so that the buyer will get what he needs and that decrease in quality may be taken into consideration. Mr. Stark's ideas were embodied in a resolution which turned out to be the final resolution as adopted at this session and shown in this report.

John W. McClure said that the rules discussion involves two

opposed theories: One, that manufacturers only have a right to make rules; two, that the wholesalers should have a voice in their formulation. Inspection rules, according to Mr. McClure, merely express customs and requirements and did not lead into new channels. Both former sets of rules have gotten so close together that they are now practically the same. He maintained that the trade should not think that rules would give direction to business but rather should realize that trade needs must shape rules. According to Mr. McClure, the average consumer is usually not in position to definitely state his ideas of what grading rules should be. The National association watches his interest by letting the wholesaler speak in the consumer's behalf. This, according to Mr. McClure, he is able to do because of his close contact with the consumer. The wholesaler then should be considered to the extent that he express the consumer's needs better than the manufacturer who operates at a long distance. Mr. McClure maintained that the actual facts and figures show which of the two above named theories has worked out in the most practical manner. He then submitted a resolution which was in turn submitted to the resolutions committee to the effect that the American Hardwood Manufacturers' Association adhere to its former principle of keeping entirely away from rules and carrying on only the other administrative work.

Wednesday's Session

Wednesday's session was featured by three events—an address by General L. C. Boyle, Kansas City, which was followed by further discussion of grading rules and the adoption of the majority resolution and later by the election of officers.

Gen. Boyle stated that he wanted merely to counsel with the association members and stated that the situation existing at present is distinctly up to the manufacturers. He said they should not quarrel about matters in which all are equally interested.

Gen. Boyle said that other lumber groups have solved problems by getting together and no group needs co-operation more than do the hardwood manufacturers.

Gen. Boyle spoke emphatically on the evil of the present Sherman law, saying that the collective attention of all industries should be focused upon regulation of that act. He gave a brief review of its formulation, bearing particularly on the difference between the business man's attitude now and then. He maintained that the spirit of the times demands a more humane contact between men and that selfishness is no longer the governing factor in business. Hence, as the Sherman law was enacted theoretically to govern selfish motives, it should be either cancelled or re-enacted in different form.

With the war now over, there will be a tendency to return to normal times and business men will be able to give more thought to business, but, according to Gen. Boyle, this legislation is still in effect and business men should not feel that because they were allowed to combine under war conditions, they can do so under peace conditions without violating the law. The only way is to remedy the law.

He then referred to the able discussion and resolution on this question before the reconstruction congress at Atlantic City. He said the matter will be put before Congress and backed by facts taken from the survey of all industries. He said all other lumber groups are now planning so that the facts surrounding their business may be incorporated in this appeal and that the hardwood producers are unable to give this co-operation now because there is no one big organization.

Gen. Boyle commented on the question of taxation. He said that business men should not be too free with their criticism of Congress until they are in position to help Washington in this matter. In this connection the particular feature of the sawmill business is that the sawmill represents nothing but junk when the timber is cut and that the present tax bill did not allow of a sinking fund to take care of depreciation. He maintained that we will have years of high taxes, which alone is sufficient reason for getting together in proper organization.

Gen. Boyle maintained that in his opinion labor will remain high

and will never come to the old level because it now has a voice. Labor, according to Mr. Boyle, must be handled industrially and not individually.

After touching on the question of grades and cost figures, he emphasized the necessity for maintaining an efficient, helpful trade press. He emphasized that the trade press is closely read by buyers because they have no other means for keeping in touch with developments within the lumber industry.

Speaking of merchandising of lumber, Gen. Boyle said the hour has struck for the development of a broader vision and for getting away from old habits. He said that many manufacturers have no vision beyond the tail of the mill, but now they must get together so as to have a vision beyond and into the market.

Secretary Redfield Invites Co-operation

M. W. Stark, St. Albans, W. Va., read a letter to Wm. M. Ritter, Columbus, Ohio, prominent in hardwood circles, in which Secretary Redfield expressed his keen appreciation of the valuable work Mr. Ritter had done in the War Industries Board in helping bring the government and the lumber industry together. He extended an invitation to Mr. Ritter to continue his work with the department of commerce which is now absorbing the work formerly carried on by the War Industries Board. He expressed his desire that the department of commerce may continue to co-operate with the country's industries and to this end it is his desire that leading business men act as a medium as heretofore. He therefore selected Mr. Ritter with fourteen other men representative of principal industries who will give all aid to the department in solving industrial problems.

E. O. Robinson then reported for the resolutions committee. Prior to submitting a resolution on grades he submitted the following:

a—Resolution urging that the ports of the Gulf and South Atlantic Coast be immediately developed;

b—That the merchant marine be developed and maintained under conditions allowing of successful competition with foreign shipping;

c—Railroads should be returned to private ownership as soon as possible, and expressing the sentiment of the association as opposed to an extension of the time limit beyond the maximum of twenty-one months from date of final peace treaties, and urging control under private ownership at least to the extent that pooling of cars, open terminals and the handling of traffic by the shortest and most economical route may be continued;

d—Recommending appointment of a committee of five to work out a uniform cost system and that such system be adopted and plans made to make it general;

e—That a committee of five be appointed to make a close study of the labor problem and to make recommendations;

f—That a committee of five be appointed to investigate foreign trade matters and study such matters and the Webb bill as applying to them and to make recommendations;

g—That the board of directors be authorized to fix such rate of assessment as to enable the oak and gum departments to carry on their extension plans;

h—That the question of membership in the National Lumber Manufacturers' Association be left to the board of directors;

i—That the association favors membership in the Chamber of Commerce of the United States and also the American Chamber of Commerce of London, England;

j—That the question of retaining and expanding the legal department be referred to the board of directors.

All of the above were favorably voted upon in order.

This was followed by a resolution of thanks to the members of the Louisville Club and to the trade press, after which the general resolution regarding grading rules was submitted. This is given elsewhere in a panel at the top of the page. This was followed by a lengthy discussion.

John W. McClure, member of the resolutions committee, started a discussion by submitting a minority report in the form of a resolution, providing that a committee of five be appointed to meet with the representatives of the National Hardwood Lumber Association for further discussion and negotiation seeking to find a way

to provide for the adoption and maintenance of the same rules by both associations and that no further action be taken by the American Lumber Manufacturers' Association until the report of this committee of five before the semi-annual meeting six months from this date.

Other prominent speakers, pro and con, were: R. L. Hutchinson, Huntington, W. Va., who favored the Robinson resolution; R. L. Muse, Memphis, who favored the McClure resolution; W. E. Hyde, Memphis, who favored the Robinson resolution; Fred Arne, Chattanooga, who favored the McClure resolution; Mr. Garrett, Clay City, Ky., who favored the Robinson resolution; C. H. Holmes, Pine Bluff, Ark., who favored the McClure resolution; P. E. Gilbert, Chicago, who favored the Robinson resolution; O. B. Robinson, Mound, La., who favored the Robinson resolution; Mr. Morgan of Wildsville, La., who favored the McClure resolution; B. F. Dulweber, Memphis, who favored the Robinson resolution; M. W. Stark, St. Albans, W. Va., who favored the Robinson resolution; Albert Deutsch, Houston, who favored the Robinson resolution.

Mr. McClure said he believed in fighting for peace within the hardwood trade and that it is worth taking the time to get. E. O. Robinson said he believed he and Mr. McClure were both after the same thing, but that Mr. McClure does not want to prepare and he does. He said that to offer a compromise with another association, the American association would have to have something to compromise on. The last speaker before the resolution was put to a vote was W. E. DeLaney of Lexington, Ky. He said that in the newly proposed rules the manufacturers plan to find out what the consumer really needs and make the rules fit. He said the manufacturers must have more science in their future operation and that for one he wants only what is his and what he has had to fight to build. Mr. Beebe of Kansas City, formerly exclusively yellow pine man but who recently has gotten more deeply into hardwoods, urged uniformity but expressed himself as astonished at the domination of the hardwood trade by the wholesalers.

The McClure resolution was then put to a vote, it being moved also that a negative vote on the McClure resolution constituted a positive vote on the Robinson resolution. The result showed 88 against the McClure resolution and 34 in favor of it, which means also that 88 were for the Robinson resolution and 34 against it.

R. L. Muse moved that the vote be made unanimous, the motion being carried by a rising vote.

Report of Nominating Committee

It then being three o'clock in the afternoon, other matters were passed up and the report of the nominating committee was called for. This was presented by Chairman E. A. Lang, who submitted the following slate:

President: R. M. Carrier, Sardis, Miss.

First Vice-President: M. W. Stark, St. Albans, W. Va.

Second Vice-President: J. W. McClure, Memphis, Tenn.

Treasurer: R. H. Darnell, Memphis, Tenn.

Trustees to serve three years:

J. M. Hamill, Columbus, Ohio.

B. B. Burns, Huntington, W. Va.

R. L. Jurden, Memphis, Tenn.

C. L. Harrison, Cape Girardeau, Mo.

B. F. Dulweber, Memphis, Tenn.

E. O. Robinson, Cincinnati, Ohio.

W. H. Russe, Memphis, Tenn.

The secretary was instructed to cast a unanimous ballot for the election of these officers. After a brief response by President Carrier, the meeting adjourned.

Meeting of Board of Directors

At a meeting of the board of directors following the general session, John M. Pritchard of Memphis was re-elected secretary-manager of the association and Frank E. Gadd was elected to take charge of all field work and extension of the open price competition plan.

Entertainment

The members of the Louisville Club were surely entitled to every expression of appreciation forthcoming of their efforts to provide

(Continued on page 33.)

The Future of the Veneer and Panel Business

Address by S. B. Anderson of Memphis
Before the National Veneer and Panel Manufacturers' Association

I take it that I am to consider the near future of this trade. There can be no question about the position these products will continue to occupy in the general wood producing trade. Their position is won and will be maintained. The recent growth of the veneer trade has been extensive. With the growth of the furniture trade and the dependence of this trade largely on the panel factory for its panels and tops—with the growing demand for cheap packages and the demonstration of the availability of cut lumber for the manufacture of the lighter packages—with the remarkable growth of the wirebound package, the veneer mills are becoming in a degree as common as the lumber mills. Nothing can replace this product.

It is unnecessary for me to remind you of the position the panel factory has attained. Its position will be retained as long as regular panel and top factories can make and sell their product at a less price than it can be produced by the consumer. It is as impractical for the smaller consumer to make his own panels as for the shoe factory to make its own pegs. A good business for the panel factory is assured as long as good work is turned out at a reasonable cost and a fair profit and general business is good. If general business is good this will be reflected in the veneer and panel business. What are the conditions facing business in general?

We are about entering on a transition period, during which business must adjust itself from war conditions to conditions of peace. There are some untoward conditions to be faced while in this transition period. There are many government contracts placed which will be cancelled, leaving raw material bought at war prices in large quantities on the hands of the manufacturers. Very large amounts of supplies of various kinds are now held by the government which cannot be used by it, and will sooner or later be placed on the market. The authorities at Washington have given assurance to the representatives of the contracting manufacturers that the government will not work a hardship on the manufacturers who worked faithfully to provide for its wants when in distress by cancelling orders without making proper provision for absorbing the loss resulting therefrom. Furthermore, that supplies of non-perishable manufactured goods, of which there is no schedule, will not be thrown recklessly on the market, thus demoralizing business. On the contrary, the advice of business men interested in the market will be sought and the utmost care exercised to unload with the least possible jar to industry. A large per cent of the manufacturing capacity of the country must be taken from war work and placed on work for peace, and nearly four millions of men now in the army will be returned to peace occupations. Briefly, this is a statement of the difficulties facing business.

On the other hand, the world is short of goods of all kinds—warehouses are empty, stocks everywhere are low; manufacturers have been diverted from regular work to war work; crops have been good—money is plentiful; under the new banking system no panics will frighten us; the courage of the people is high, their hopes are exalted—supplies of raw material are abundant; labor will very soon again be plentiful and well paid; life will move along in its wonted course, with the usual deaths and births; new families will venture out with the old wants to supply; the light buying of the past year or two will give way to the usual expenditures. All this will bring a good, normal business. This much for this country; but in addition to this, the world stands denuded before us and must be clothed. England will want our raw materials in wonderful quantities. France, Belgium, Italy, Russia and all eastern Europe will want our manufactured goods. The Orient

will demand our cotton, cotton goods and machinery. Spanish America is just learning that its northern neighbor can supply, in large quantities, goods that have heretofore been bought in Europe. In fact, the whole world must look to America for supplies, and we have them. We have the supplies for the ordinary demands of life; and in addition to all this, western Europe must be rebuilt, and again we have the supplies. It appears to me that the only question is, will we be ready to meet the demands? I think we will.

We must expect a recession in prices. This should not be unwelcome. I do not take this position from altruistic reasons, but simply as a good business proposition. We cannot hope for trade outside our own country for our manufactured goods, unless we are able to meet competition, and competition will be keen. Even during the darkest days of the past few years reports were current that England and France, in spite of the agony of the struggle in which they were engaged, were preparing for after-the-war work. Their war factories, especially England's, were built with an eye to use in regular line work after peace should come. We cannot afford to limit our exports to raw material, but must have our share of trade in finished goods—to get this we must be able to meet the price. If the goods offered are loaded with unnecessary costs ability to compete is lessened. If a piece of fine furniture offered in London or Paris is loaded with even one dollar of unjust profit to the veneer man or to the panel man—there is just one dollar in the way of competition. The cheaper goods can be sold the greater the ability of the consumer to buy and the greater the volume of business and the more general the distribution of the good things of life. We should look for our reward under the coming conditions in a larger trade with good profits—fair profits. While we must profit from the misfortune of the world we must avoid the temptation to profiteer. I fear our danger lies here rather than in a lack of business. With the entire world crying to us for help; with our vast supply of material wanted—with energy—with a good supply of labor—with our means of local transportation—with the American merchant marine ready to transport our goods to the furthest quarters of the globe, and with our financial leaders laying plans to protect our foreign credit, only our inability to rise to the occasion can keep us from reaping the benefits of these wonderful times.

In order that we handle the business that will be offered in the immediate future to the greatest profit to ourselves and to meet new conditions, we must practice economy—economy in buying—economy in manufacture and economy in credit. Old and slow methods must give way to later and improved ways. Efficiency in the shop—efficiency and clear figuring in the office must rule—methods having only the recommendations of ages if found defective must be dropped. Because certain ways of doing things have gotten us along in the past gives us no reason for refusing the benefit of other and better methods.

I want to say a word possibly foreign to the subject. A result of the war just closed is the great progress of democratic institutions throughout Europe. For many years the struggle between autocracy and democracy has continued, and the last effort by autocracy to intrench itself and retake lines won by democracy has resulted in the practical overthrow of autocracy, and today democracy is enthroned. Now, the problem to work out is to make this great victory of the greatest benefit to the peoples of the world. It will possibly be considered heresy, but I sometimes doubt the automatic benefit to the individual flowing from political liberty. I believe in political liberty, but not as an end, but rather as a means to an end. Political liberty must lead to economic liberty or its greatest good is lost. We will fight for our

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political liberty, but I would like to inquire how many of my auditors failed to register for the last election, or how many habitually fail to avail themselves of the privilege of exercising their power of participating in the rights of governing themselves. We fight for universal suffrage and stay at home election day. The theory of democracy is equal rights, but this can only be attained through economic freedom—by this I mean the opportunity of every man to participate in the good things of life as well as to participate in the ordinary functions of political life—to have an opportunity to earn a good living for his family, as well as to have the privilege of casting his vote for president. This country must reap some of the benefits coming from the great war. Europe will realize great advance in political freedom and see the passing of autocracy. Our reward must be other than political. It must be spiritual and must be made apparent in the economic advance of our people. I do not mean by this, only a growth of foreign trade and a great addition to our national wealth—both of which will come, but I mean something better than this, something of more real value. I mean better distribution, more equitable division of the earnings of capital and labor. I mean that the creators of wealth shall be its sharers—that the producer shall have a bigger share—that the reward of faithful, hard and continuous work shall be more than a meager present support and destitute old age—that the reward shall be a fair division between the capital that makes the opportunity to produce and the workman who makes the earnings of capital possible. It cannot be denied that this division in the past has not been on a fair basis. I do not mean by this that extravagant wages will be paid, but I do mean that after fair wages are paid and a fair return is made to capital the producer shall have some interest in the residue of the profits. Labor without capital is helpless—capital without labor is dead. I look for a partnership between the two to be on as fair a basis as a partnership between owners. I hope to see the day when the faithful workman who has spent his best days in an enterprise will be considered to have a vested right as sacred as that of the owner of the capital invested, and that he will be assured of as comfortable an old age, based on his habits of life, as is his employers. To work out a plan by which this may be secured is the task up to the employer of labor. I hope we may all see the vital necessity for this work and may all be ready to welcome any practical plan to bring the results required.

It is either efficient work or scarcity of work. We want to pay high wages, but high wages must produce corresponding results. We will soon be in competition with the outside world for the world's trade and only by the best efforts alike by the employer and workman can we hope to get our share of this trade. Carelessness, inefficient management—pace making by the slowest workman will put us out of the running and we will again be selling our manufactured goods to ourselves only, with the inevitable results—scarcity of work—falling prices—falling wages—strikes—bankruptcy—suffering and general discontent. It stands both the proprietor and the workman in hand to earn his charges—either for labor rendered or for goods supplied.

While the spirit of fairness and justice seems to have made great progress in the ranks of the employers, they themselves can do little, but with the co-operation of labor, labor organizations and labor leaders who must accept in the interest of labor the doctrine of efficiency, the conditions of which labor has justly

(Continued on page 28a)



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13,000 ft. 4/4" FAS
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FLAT OR BENT WORK Machined or in Panels
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We Cut Only Northern-Grown Hardwoods

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VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

All our logs come from the Northern Hardwood Forests

(Continued from page 25a)

complained in the past, will be ameliorated, labor will get its fair share and the nation will receive its benefit from the war.

The menace of Bolshevism and I. W. Wism is something that the world must deal with. I believe with this spirit, as with the German nation, no terms can be considered but unconditional surrender. It has no place in our country and should be crushed out throughout the world. To an oppressed people liberty is apt to mean license and there is the excuse of ignorance. While treating our employees with justice and liberality—while working with them to inaugurate better conditions—to help them to a better and a higher plane—to see that their rights are protected in the fullest—that they get a more liberal share of wealth production, it stands us in hand to suppress with the utmost severity and the the greatest thoroughness any and all indications of the spirit shown by the I. W. W.s and the Bolsheviks. I do not believe the war will be followed immediately by the millennium, but I do believe that we have it in our power to move forward.

The reading of history proves to us that periods of good, active business follows periods of war, but this is a war of such horrid dimensions—of such dire disaster that we may be figuring from a wrong basis in calculating on the usual post-war conditions, but I think not. For four years the world has been engaged in the work of destruction—peace has come and the attention of the world will be toward the old job of earning a living. The destroyed places must be rebuilt—the empty warehouses must be refilled—destroyed houses must be replaced—shell ploughed land must be reclaimed—the regular normal demand for goods must be met. It appears to me that all these calls will task us to the utmost—that our people will be employed, our factories filled with orders and prices in line to warrant fair return for capital and liberal return for labor. We should prepare for active work—put our house in order—be optimistic—keep a stiff upper lip and go ahead and reap the rich harvest.

PERKINS GLUE COMPANY

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Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

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SOUTH BEND, INDIANA

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are you consider-
ing the making of
airplane or sea-
plane parts where

*Spanish
Cedar*

*Mexican
Mahogany*

*African
Mahogany*

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

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ufacturing such material.

Conclusion: You can entrust to us
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within a reasonable time.

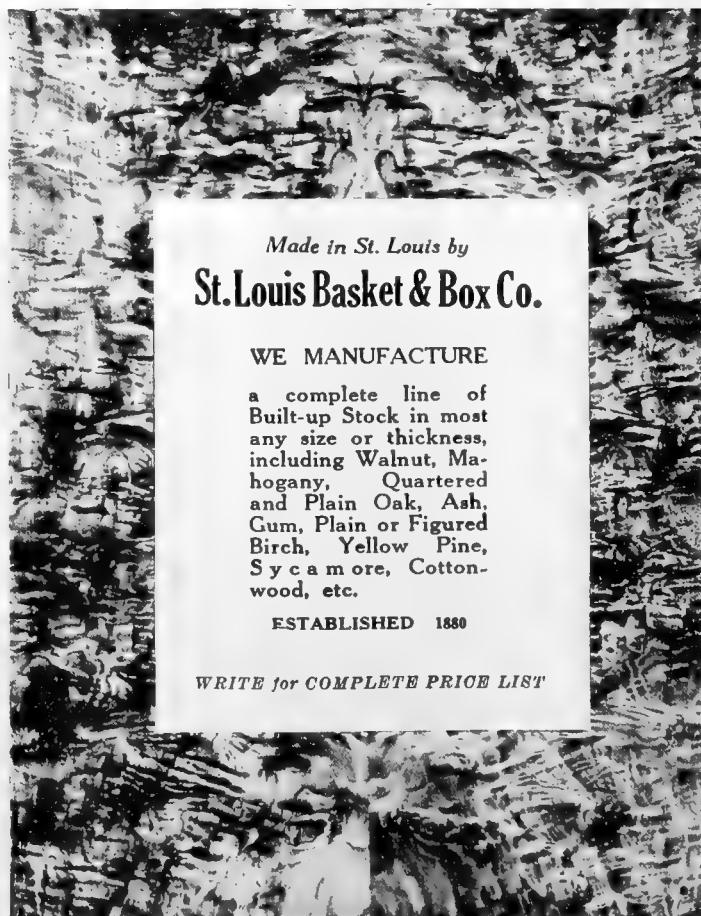
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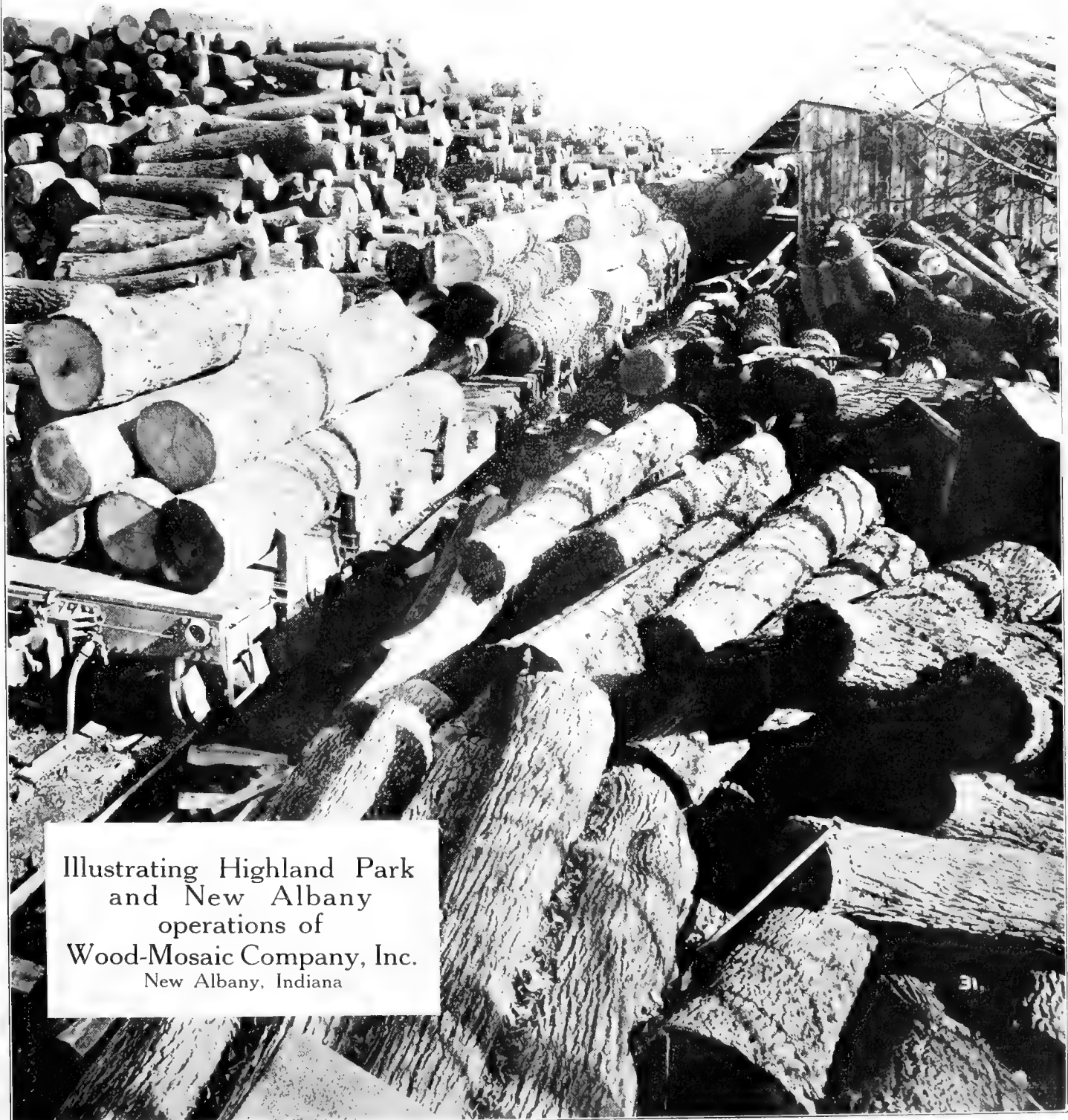


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any size or thickness,
including Walnut, Ma-
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ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST



Illustrating Highland Park
and New Albany
operations of
Wood-Mosaic Company, Inc.
New Albany, Indiana



THIS story centers around an organization which in turn centers around a personality, that of W. A. McLean, president of the Wood-Mosaic Company, Inc., New Albany, Ind. A study of the organization is interesting because it fairly bristles with Scotch aggressiveness and pep.

The Wood-Mosaic Company, Inc., has been built along sound business lines, with a thorough knowledge of the business as a foundation. Its president was formerly connected with the well-known McLean interests of Buffalo, styled Hugh McLean & Co., which operate in Indiana and the South generally.

Mr. McLean, in organizing the first plant of the Wood-Mosaic Company, had in mind quality and availability of timber. While Indiana is considered on the decline as a timber producing state, there are still worlds of fine saw logs to be cut, and the Wood-Mosaic location keeps its supply of unexcelled timber well

within reach. Also, the wonderful oay territory of Kentucky and West Virginia is easily available. This gives a varied and wonderfully high quality field to draw from.

The organization has increased since it was started so that now there are four plants operating, the home plant, New Albany, Ind.; the Highland Park plant in Louisville, Ky.; the rotary veneer plant in Huntington, W. Va., and the splendid walnut operation at Cincinnati, O.

Mr. McLean founded his business on parquet flooring manufacture, originating in Rochester, N. Y., since sold out. The parquet flooring turned out there and at the New Albany plant has made an international reputation. It is found in clubs, hotels, institutes, churches, apartment buildings, private mansions, and, in fact, anywhere and everywhere where distinctive and exclusive flooring are desired. The business though has been increased along lines which have brought its production of lumber and veneers up to an equally important level. The out-

put of the four plants makes available to the factory consumer anything in the way of high-grade hardwood lumber, veneers and factory and wagon dimension.

The company has been specializing since the war began in war work, having turned out many thousands of gunstocks and vast quantities of propeller walnut. It has shipped its goods to many foreign ports. They have reached markets in England, France and New Zealand. Far Egypt, too, has received the products of these well-organized plants.

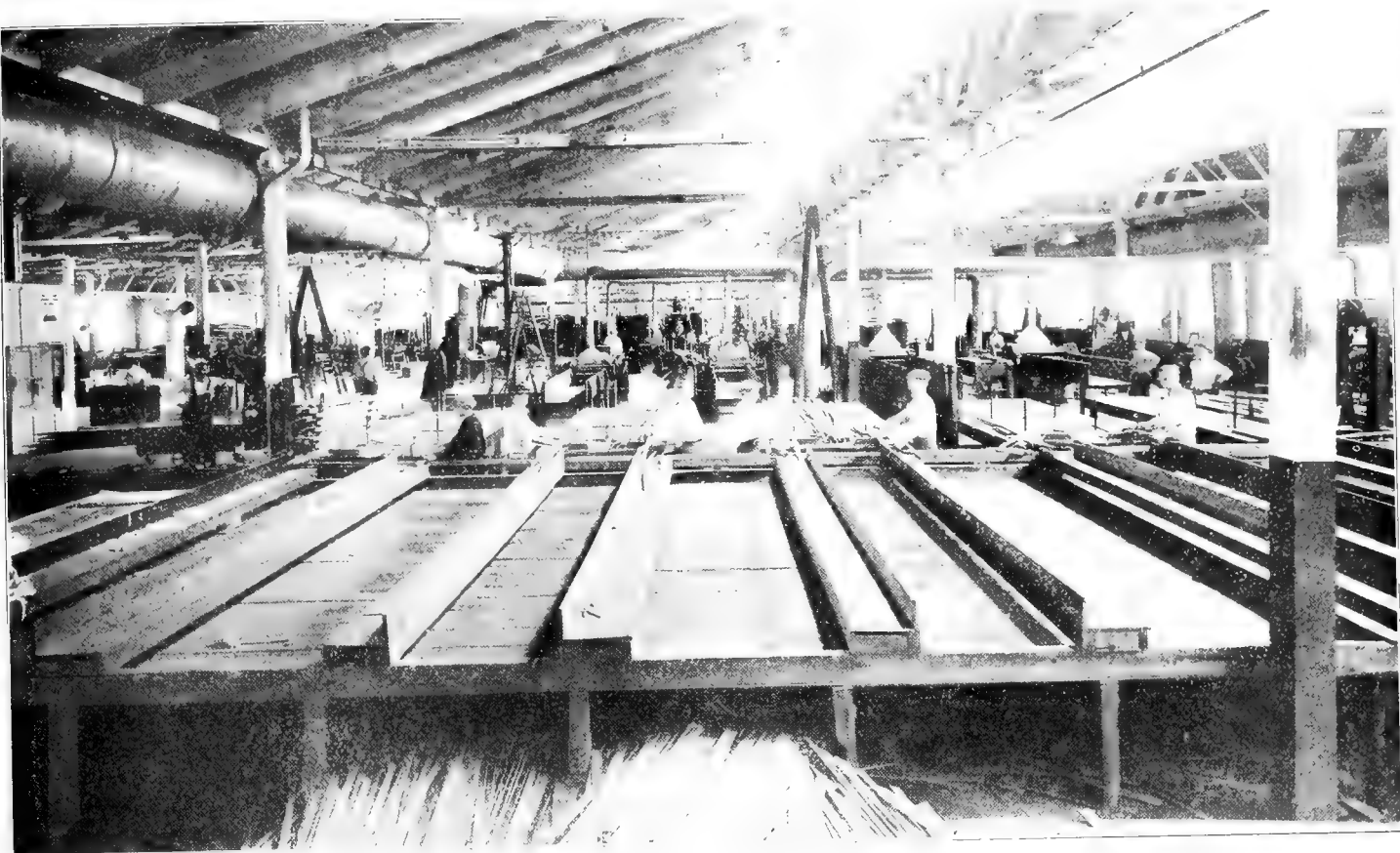
The organization and timber behind the company permit of its furnishing highly selected materials in all of the native woods, and the company prides itself on meeting the needs of quality buyers, as the unusual selection of timber behind the operation permits the furnishing of distinctive and specialized items.

The geographical location of the operations is very fortunate, six well known trunk lines being available for shipments of logs and finished lumber. Being situated on both sides of the Ohio river and actually in the heart of both the log producing and wood-consuming territories, the company is able to make shipments without going through the congested western gateways to reach outside territory. Thus the 20,000,000 feet capacity involved in the operations moves smoothly.

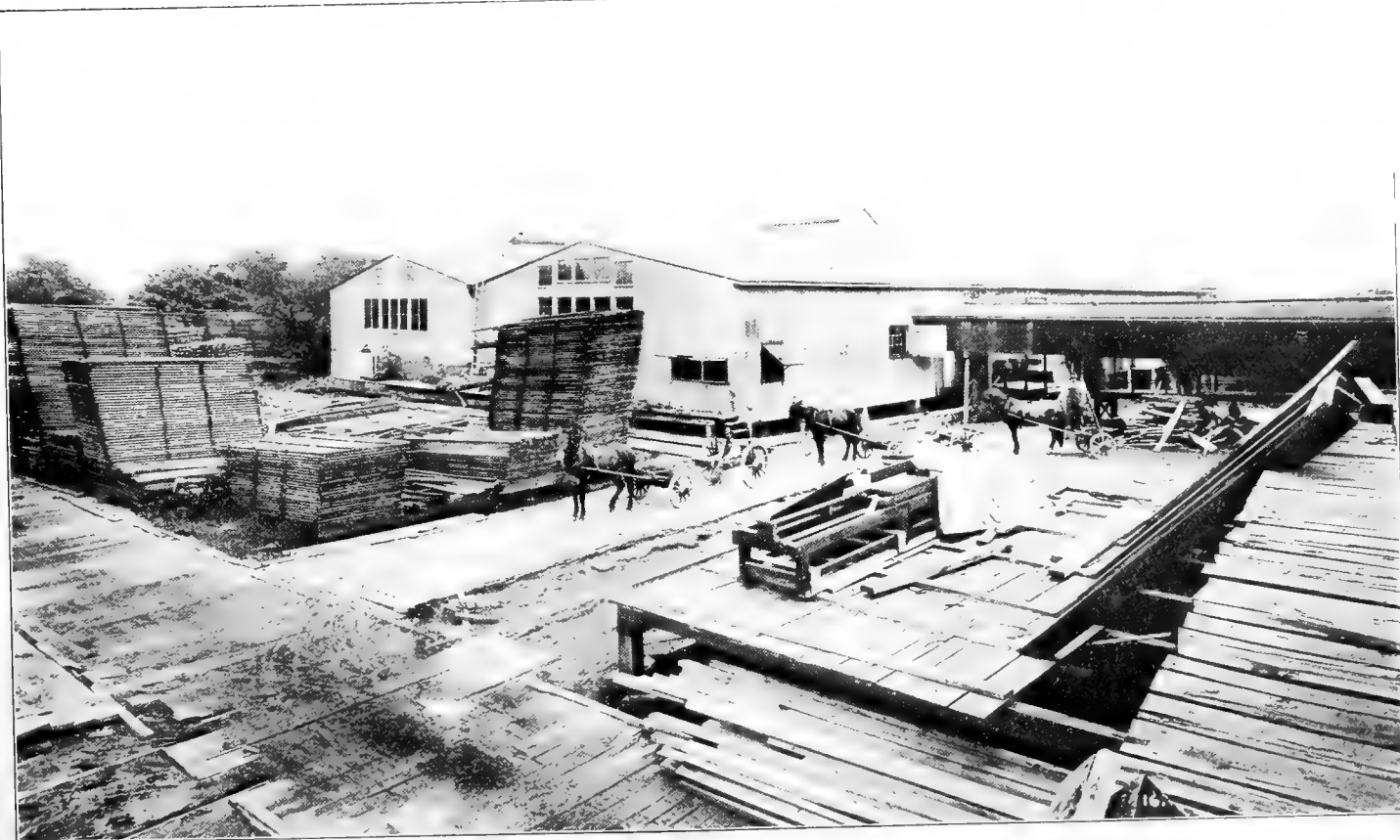
It is said of this operation that the stock of logs on mill yards and within three days' delivery is 3,500,000 feet, with probably as much more available within ten days' delivery. This naturally means capacity operation when other conditions do not interfere. This is especially true of veneer and hardwood lumber output. Necessarily, in order to keep such a quantity of logs on hand, a considerable log buying organization is required. Twenty-three competent log men are employed constantly scouring Indiana and Kentucky for the very finest selection of logs obtainable.

The high points in a review of the operations of the Wood-Mosaic Company, Inc., the things that stick in the mind in a mental survey of that remarkable organization, are in its unusual ability and organization for maintaining an unceasing supply of high grade logs and its remarkably thorough equipment for and knowledge of the production of specialties in all lines, be it flooring, furniture, veneers, panels or dimension. Any firm which makes a success of specialty production in the working up of saw logs can do so only because it has an absolute command of the situation; because it has so thoroughly studied and analyzed the complex and interesting problems of manufacturing hardwood products, and has so thoroughly mastered the many serious questions of waste and side products that it can so convert its logs as to have an outlet, or rather a means of utilizing in the form of highly finished and specialized articles, for every item that passes through its mills.

This specialization and its perfection of manufacturing, which is the very essence of the company's business policy, extends beyond the details of manufacture and up to the question of organization. Its plants are so



INTERIOR VIEW OF FLOORING FACTORY AT NEW ALBANY



FLOORING STOCK ROOM AND PART OF LUMBER YARD NEW ALBANY PLANT



ONE OF LARGE LUMBER ALLEYS HIGHLAND PARK

organized that each has a proper relation to the other and so that the stream of production may continue to play uninterruptedly and with the highest possible service to the buying consumer. One special feature of this specialty organization is now being developed to a much more finished degree than ever before at the Highland Park plant. The reference is to the remarkable dry kiln capacity that is just being completed at that outfit.

When this perfect dry kiln arrangement is finally ready for full operation, the Wood-Mosaic Company will have one of the most imposing commercial dry kiln organizations in the country. It will be able to handle hardwood lumber and similar products from the bulk of the southern shipping territory and to pass it through its kilns and then on through or around almost any of the important gateways into almost any northern or eastern consuming market.

To this end the company has just about completed a series of kilns which will give it 250,000 feet a month of dry kiln capacity. These kilns are all of thoroughly

modern construction and have made a wonderful record in kiln drying gunstocks during the war. In fact, government officials have pronounced the Wood-Mosaic Company record of dry kilning gunstocks as representing the most successful effort of any concern handling this class of work. The experience thus gained has taught to the Wood-Mosaic Company the value of analysis and the importance of the personal element in successful dry kiln work. It therefore approaches a general commercial drying business not only with an imposing equipment but with a remarkable knowledge of the business and ability to analyze the requirements of each individual dry kiln order and to finish such orders not only in the most perfect manner, but in the shortest possible length of time.

An especial feature of the dry kiln work is the addition of a large tempering kiln. The dry kilns are so laid out that lumber can be loaded directly from the box car on to the kiln trucks under a vast covered shed, permitting of handling the stock in all seasons and



SEVERAL LARGE BUTT WHITE OAK LOGS IN A DAY'S SWITCH HIGHLAND PARK



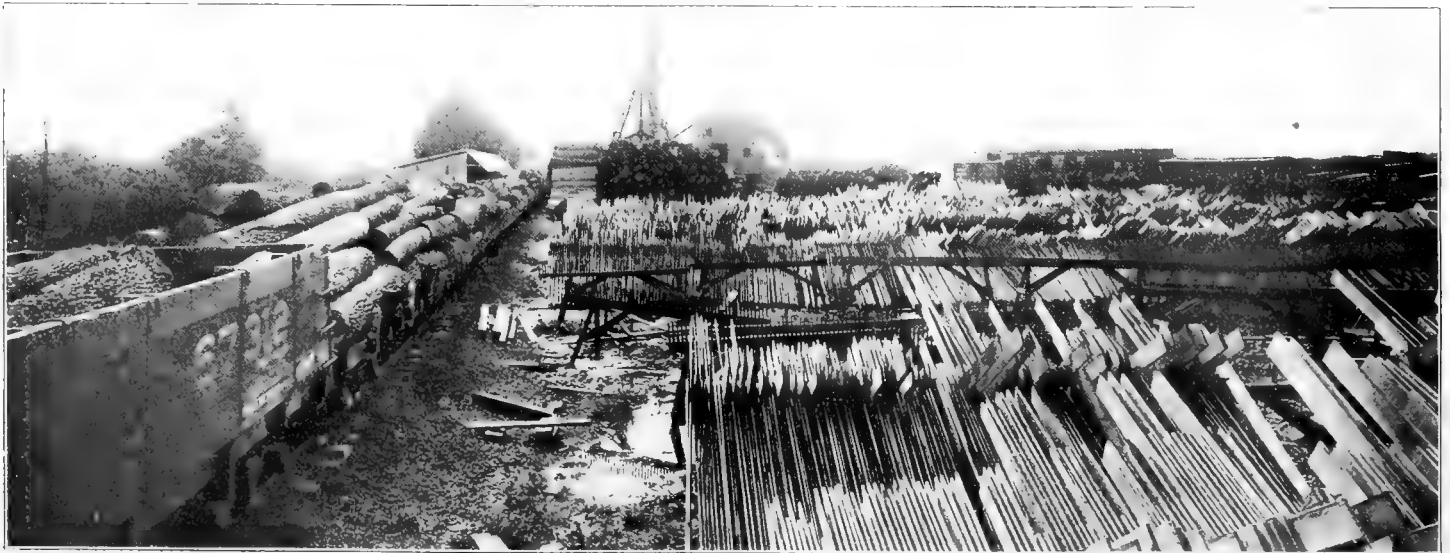
LOG YARD AND LUMBER DRYING RACKS, HIGHLAND PARK



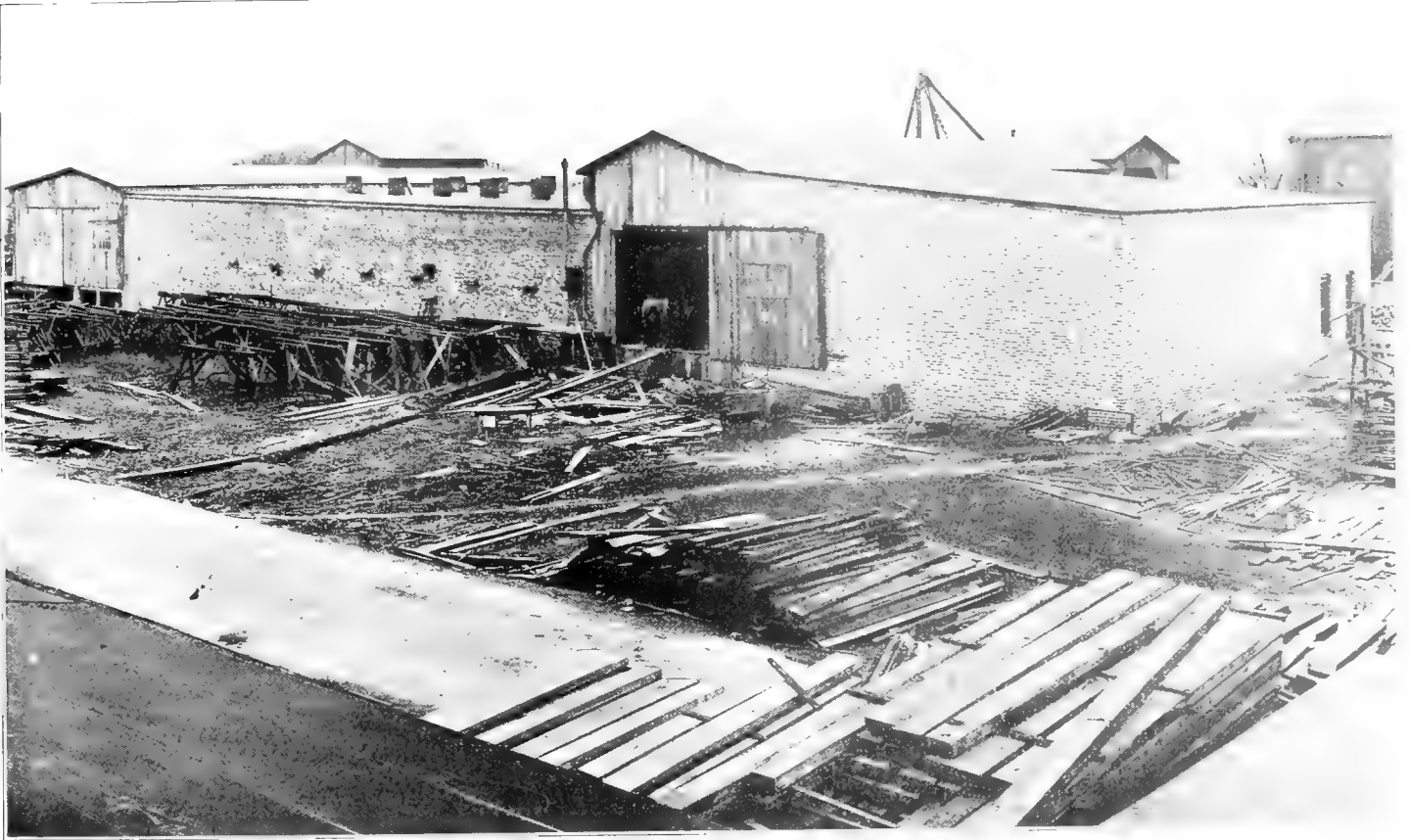
VENEER MILL AND SAWMILL. LOG YARD IN FOREGROUND, NEW ALBANY



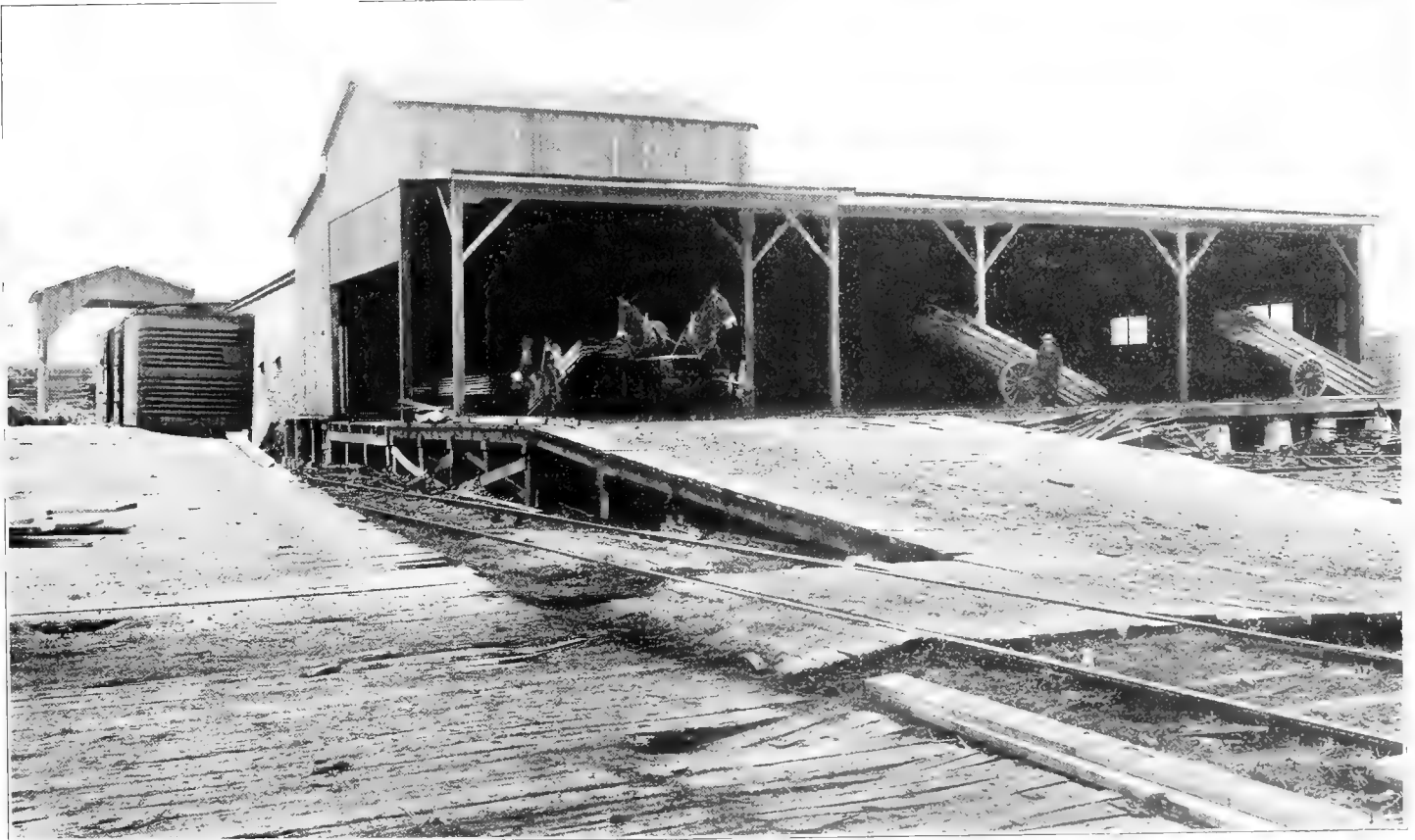
A DAY'S SWITCH OF WHITE OAK LOGS AT HIGHLAND PARK



LOGS TO BE UNLOADED—THIN OAK IN DRYING RACK, HIGHLAND PARK



SHOWING 500 FEET A MONTH DRY CHINS AND FLAMING KILNS



CHARGING END OF BIG DRY KILN LAYOUT AT HIGHLAND PARK



regardless of the weather, without any damage to the stock. The lumber comes out at the other end of the kilns in a similar closed shed on to the transfer tracks, and right across the transfer tracks with an entrance under the same shed is the tempering shed. This is merely a large brick building with proper ventilation and heat so that lumber may be stored therein at precisely the right condition of temperature so as to maintain it in perfect condition after coming out of the kilns.

In its kiln drying, the Wood-Mosaic Company has made a point of loading lumber direct from the kilns under its covered sheds into the box cars. The idea of this is that lumber so loaded in bulk into the cars may be shipped while it is still hot and will arrive at its destination with absolute guarantee that the ordinarily disastrous conditions of the weather will be entirely overcome, as lumber may be shipped hot when bulk piled in the car directly from the kiln and will arrive at desti-

nation several hundred miles away, still retaining a considerable part of its temperature.

The company has so worked out its dry kiln work as to arrive at a scientific basis. In fact, it is so sure of itself that it is in position to guarantee the percentage of dryness on all kiln drying of lumber. It has worked out a system of tests that enable it to adopt this policy with perfect safety.

The officers of the company are:

W. A. McLean, president.

Angus McLean, vice-president.

H. H. Barclay, secretary.

Merritt Rogers, treasurer.

T. J. Christian, lumber sales manager.

W. H. Day, manager, Highland Park operations.

Alex Schmidt, manager, Cincinnati operations.

Mr. Barclay gives most of his personal attention to the development and operation of the flooring department.

(Adv.)



(Continued from page 24)

proper entertainment of the visiting lumbermen of whom there were about 250 present. The chief feature took place on Tuesday night, it being in the form of a sumptuously arranged smoker. The principal entertainment was a series of lively boxing matches between soldier boxers from Camp Taylor, outside of Louisville, under the direction of world renowned Packey McFarland. There was a series of six or eight extremely good bouts. In fact, the exhibition was far better as a whole than one would be apt to see by paying admission to view scrappers in the professional ranks.

The final number was a burlesque feature between Packey McFarland on one side and a big husky stevedore on the other. Max Sondheimer was unanimously elected to referee the match and after he had raised the hand of Packey's opponent as a sign of victory, McFarland stated Mr. Sondheimer had the honor of being the first referee rendering a decision against him. As a side issue to this show the side tables around the rooms and in the anterooms were heavily burdened with everything that the hungry and thirsty lumbermen might desire.

John M. Pritchard Presented with Silver Service

One of the incidents at the meeting was a dinner given by the former members of the Southern Hardwood Emergency Bureau, which was organized to carry on war work at Washington. All the members were present, including John M. Pritchard, secretary-manager of the association, who was in charge of the Washington office. A very pleasant dinner was served, the surprise of the evening being the presentation to Mr. Pritchard of an extremely beautiful silver service tendered to him in appreciation of his services at Washington. Another surprise of the meeting was a statement of fact that the bureau has a substantial surplus on hand.

Log Scarcity in South

Production of hardwood lumber is progressing with only moderate speed in the southern field, and stocks are pronounced by the majority of the trade as rather limited despite the fact that sales recently have been of comparatively small proportions. There is little excess in any direction, and meantime there is one phase of the situation looming up that is attracting considerable attention. This is the lightness of logging operations and the comparatively small quantity of hardwood logs coming out.

There was distinct slowing down of logging immediately after the embargo order, requiring permits for the shipment of lumber into important consuming and distributing territory, went into effect, and those who slowed down at that time have never resumed this work on an anything like normal scale. Now, even if there were desire to manufacture lumber on a normal scale, it would be impossible to do so for the reason that the logs would not be available. Unfavorable weather has already exercised something of a restricting influence on work in the woods and winter is at hand, during which it is regarded as improbable that it will be possible to make much headway with cutting and hauling logs to the rights of way of the railroads. There is a more plentiful supply of labor now than for quite a while, but even this does not avail to restore logging conditions to normal for the reason that weather and not labor is the determining factor.

Officials of the Valley Log Loading Company report that there are quite limited supplies of logs awaiting loading on the two railroads that are the principal log carriers in the southern field. They further say that the company will have comparatively little loading to do in the near future unless there is decided increase in the rate at which logs are prepared for loading. The statements of this firm furnish the most conclusive evidence that there is a real shortage of hardwood logs ahead of the mills and that efforts to substantially increase production of hardwood lumber would be met with considerable, if not insuperable, difficulty.

Some of the larger producers are in the position of getting out very little timber now and of having brought out comparatively little when weather conditions were favorable because the condition of the market did not justify, in their opinion, anything like full

logging operations. They admit that, if they attempted to operate their mills now on full time, they would encounter difficulty in doing so for there has been a slowing down of logging on the part of those who offer logs in the open market, as well as on the part of those who cut their own timber and convert it into lumber.

Stocks are known to have increased during the past few weeks, but emphasis is laid on the fact that the increase has been comparatively slight and well distributed for the reason that production itself has not been anywhere near normal. There is an actual shortage of oak, and plain and quarter sawn white in the higher grades and in No. 1 common are reported very scarce. There is no large stock of firsts and seconds plain sawn red or of the lower grades of plain red and white. There are plentiful supplies of cottonwood and gum with the exception of box boards. In cypress there is a relatively fuller supply than of any other southern hardwood as measured by relations between supply and demand.

The trade generally anticipates a larger business after the turn of the year, and they are making preparations to that end in a number of directions. There is nothing indicating, however, that they are making plans to increase production in proportion to the increase they expect in demand for hardwood lumber and in proportion to the anticipated shipment thereof.

A Year of Healthful Growth

The official bulletin of the National Hardwood Lumber Association presents an encouraging summary as regards the membership. The past six months has witnessed the accession of seventy-three new members, while the losses from all causes has been less than twenty per cent of that number. The total membership is now 972, and if a similar rate of growth can be maintained during the next six months, a total membership of 1,000 will be attained. The semi-annual meeting of the board of directors has been called for January 24. That meeting will decide upon the time and place of holding the twenty-second annual convention of the association.

Expiration of Certain Lumber Prices

On December 14 the National Wholesale Lumber Dealers' Association notified its members of the expiration of certain lumber prices as follows:

The price fixing committee of the war industries board, in accordance with the request of the industry, announces that the maximum prices on lumber shall expire on the several dates fixed by existing agreements:

Midnight, December 20, Pennsylvania Hemlock.

Midnight, December 23, Alabama-Mississippi lumber.

Midnight, December 23, Georgia-Florida lumber.

Midnight, December 23, Southern Pine lumber.

Midnight, December 31, Long and short-leaf yellow pine for North and South Carolina and Virginia districts.

Traffic Bureau in Contemplation

The announcement comes from the National Lumber Manufacturers' Association that under the auspices of that organization a fully equipped lumber traffic bureau will shortly come into existence at Washington. It is expected that the name of the traffic manager will be announced within a few days.

The result is the outcome of a movement which began in the lumber mass meeting recently held at the Congress hotel in Chicago, and after discussions, some between individuals and others in group meetings, the steps were finally taken which are expected to lead to the organization of the bureau in a short time. It is confidently believed that such a bureau will greatly strengthen the National association.

Farmers Will Repair and Build

According to reports from the agricultural district of which Kansas City is the center, farmers have decided that they will not longer postpone the building and repairing which are needed.

The change in plans began to be noticed from the time the armistice was signed. Up to that time the disposition among the farmers was to do no more building and repairing than was absolutely necessary; but plans are now being worked out that will call for the use of much lumber on the farms. The result is expected to be noticeable in the lumber trade.

Important Announcements from Washington

By H. C. Hallam

Next to the settlement of the price question, as a problem of reconstruction, the lumber trade is interested in the disposition that is to be made of the half billion feet, more or less, of surplus lumber stocks the government now has on hand. All sorts of plans have been suggested for such disposal, ranging from the exportation of the stuff to the allied countries for rebuilding devastated regions to the peddling of surplus government lumber in retail lots to the consumers of this country.

No plan has yet been decided upon, so far as has been learned in Washington, but there have been numerous conferences held on the subject and a decision may be arrived at shortly. Efforts are being made to obtain co-operation among several government departments having surplus lumber regarding its disposal and also co-operation between the government and the trade in regard to the same matter.

The probable results of a policy of reselling were indicated by slight breaking of the market, or rather by a few private sales well below the market, following the temporary authorization that was granted to local purchasing officers of the army at Petersburg, Va., and perhaps other places, to sell surplus government lumber in small lots up to a maximum of \$5,000. This authorization is reported to have been withdrawn.

It is not believed there will be any trouble about the government lumber provided no attempt is made to dump it on the market at low prices, and the best information is that the government has no intention to do that. On the contrary, it is reported that Capt. Chambers, lumber purchasing officer of the construction division of the army, may be placed in charge of the disposal of most if not all government lumber.

Lumbermen have been conferring with sale agents of the government and there are signs of a general getting together all along the line. It has been proposed that a meeting of representatives of the retail, wholesale and manufacturing lumber interests with government officials on the subject be held soon.

Partial relief for the situation is promised by the railroad administration which has offered to take from 20,000,000 to 40,000,000 feet of lumber per month from the government at present market prices.

Surplus government holdings of lumber may aggregate as much as 600,000,000 feet, according to some authorities. The total is understood to include a quantity of hardwood material, also some hemlock, a good deal of spruce and fir, but the bulk of the aggregate is understood to be yellow pine.

The navy will not have much lumber or other material to unload, it is said. Mr. McDonald says that the housing bureau will not have over 5,000,000 feet of lumber to dispose of unless congress completes the enactment of proposed legislation requiring abandonment of the government housing projects that are not 75 per cent or more completed.

While United States government orders for lumber are few and far between now, it is learned that the United States naval academy at Annapolis wants bids on some oak by December 30.

Foreign governments have not entirely withdrawn from the American market since the signing of the armistice. The Italian government, for instance, has placed orders recently for 10,000,000 feet of big timbers, mostly with the fir people, although it is understood that some 2½ million feet went to the southern pine producers.

Some sizable bills of railroad car material are being shipped by yellow pine emergency bureaus, which are closing up. Army construction lumber orders that have been held up for some time are being canceled.

Charles Edgar has retired as director of lumber and has left the city. Major A. Mason Cooke is sitting on the lid at the director's

office until the death of the war industries board with the coming of the New Year, and there is little or nothing under the lid. Major Cooke is expecting his discharge from the army almost any day. With him are still Mr. Justus, a West Virginia lumberman drafted into the army and who has been specializing in Appalachian hardwoods and spruce, and Earl Smith, secretary of the lumber section, who has been dickering with the department of justice with a view to obtaining employment in connection with the prosecution of a number of retail lumbermen at Newark for alleged fraud in getting lumber shipments through the freight embargo.

The last hardwood bureau will close up in Washington January 15, when the Northern Hardwood Emergency Bureau will cease existence. Roy H. Jones, manager, is away for the holidays.

L. M. Tully has shut up the Cypress Emergency Bureau and gone back to St. Louis. M. L. Wootten, manager of the Alabama and Mississippi Emergency Bureau, has left the national capital and that bureau has closed. The Southern Pine Emergency Bureau has closed and its men have left except W. J. Hartman, who temporarily occupies a desk in the office of the Georgia-Florida Emergency Bureau. The latter will close with the year 1918.

Looking After Export Matters

There is just one war lumber bureau here that may last indefinitely. It is the National Bureau of Wholesale Lumber Distributors, which is planning to enter into the field of foreign trade with a big stride. The scheme is to organize an export trade corporation among members of the wholesalers' bureau, making the corporation subsidiary to the bureau. It is contemplated to send out sales agents to foreign fields and to allocate orders received among members of the corporation. An interesting report on the foreign trade proposition has been sent to members of the bureau, who are responding freely with statements that they are interested in the matter. The report referred to is by J. W. Turnbull, chairman of the export committee of the bureau.

It says that American business men do not have to enter the export business, but if they are to take their part in the world's business the scope of their operations must be broader than ever before. "We all agree," the report says, "that the future in the lumber business will be influenced to a great extent by lumber which is exported."

If the wholesale lumbermen decide not to do anything in that field, the report declares, they will surely seal the fate of themselves. At least seventy per cent of the export business has been done by wholesalers, the report says, but millions of feet of lumber have been exported by firms which are not lumbermen because there was a demand which they were too self-centered to grasp. The report goes on to state that the possibility for margins in the export business far exceeds that in the general wholesale trade. If wholesale lumbermen enter it in the right way and apply the right methods, the report says that the name of the American wholesale lumberman will be placed on a pedestal never attained before.

The proposed foreign trade corporation, it is claimed, would place the wholesaler in a position to enter the export trade while carrying on his regular business. Alluding to the fact that lumber manufacturers are preparing to engage actively in the export trade, the report says that wholesalers are in a better position to do so because they are not confined to one particular line. They are declared to be the greatest salesmen in the industry. The manufacturers are said in the report to be interested in the export trade only spasmodically, according to the condition of the domestic market and the character of their stocks.

The wholesaler can afford to sell in competition with the manu-
(Continued page 36)

The Cruel Test of War Service—

Has proven American Black Walnut to have the most dependable structural characteristics of any known wood;

Has shown that the visible supply is probably 1,000,000,000 feet rather than 100,000,000 feet formerly considered the limit;

Has focused public attention on walnut and awakened public appreciation of walnut as the wood to use in furniture that is bought to keep.

Woodworkers, consider these signs of the times in making your plans!



American Walnut Manufacturers' Association

McLachlen Building

Washington, D. C.

(Continued from page 34)

facturer in foreign markets and he can sell at a lower price than the manufacturer. Declaring that allied governments are anxious for this government to continue control of foreign shipments, the Turnbull report says that it is because they need help and want to have the way shown to them. The organization that shows the way will get the business. The wholesalers should do it, it is stated.

Outlining the plan, the report says that the proposed corporation should be able to finance all foreign trade; that it can be done with equal rights to all; that members of the bureau could receive equal interest with others with a small initial cost; that the organization will secure the best brains available in all departments; that the export company could be fully protected in all countries; that banking arrangements can be made; that shipping will be had; that licenses have already been granted for lumber shipments to Spain; that concerted action is necessary; that good must come to the body as a whole as well as to the individual members.

Wooden Box Matters

J. C. Nellis, secretary-manager of the national emergency bureau of the wooden box industry, is advising members that it will be better for box manufacturers to accept immediate suspension of ordnance department contracts for ammunition boxes when ordered without awaiting cancellation or taking advantage of the period of grace allowed in the contract. Early settlement of claims for adjustment under such contracts may be obtained through the district ordnance offices, it is stated.

Announcing the plans of the wooden box bureau, Mr. Nellis says that the principal lines of its work in Washington are the development of specifications for export boxes for commodities which are expected to move in large quantities in the future, work on the exportation of shooks especially in the North Carolina pine region, and a co-operative study of dry goods boxes with the railroad administration.

Ships and Barges

The shipping board in its report gives anew the facts about the wooden ship program, etc., from which it appears that contracts and commitments by the board were for building complete 181 wooden ships of 707,000 tons, 519 wood hulls of 1,841,000 tons, 162 wood tugs, and 140 wood ship barges of 350,000 tons.

Senator Fletcher of Florida has put into the Congressional Record a mass of data bearing upon the wooden ship situation and showing the performance records of government wooden ships.

It is understood that the shipping board has canceled contracts for all wooden ships on which the contractors have spent less than \$200,000 each. These cancellations will include a number of the 160 contracts that were suspended some time ago.

The senate during the past week passed a resolution offered by Senator Jones of Washington asking the shipping board whether it has removed restrictions on American ship yards for wooden and steel vessels for foreign account; if so, when; if not, why not; also what applications have been received for building ships for foreign account in American yards, when they were presented, and what action has been taken on them; finally, what information the shipping board has concerning the policy or action of other countries relative to the building of ships for foreign account in their respective yards.

Director General McAdoo of the railroad administration has given assurances that the administration is committed to the construction of 40 barges for barge routes on the Mississippi River. He says, however, that it is impossible to tell what will be the result of the project if the railroads are turned back soon to their private owners; hence he suggests that the business interests get behind his recommendation to congress that government control and operation of railroads be given a trial to see how it will work out in peace time and under normal conditions.

Announcement was made recently that the shipping board has determined to discontinue work on a considerable number of wooden steamers which are in the early stages of construction, and to

cancel a considerable number of contracts for the construction of vessels of this type on which work has not yet been started. The cancellations will be made with every effort to do justice to the contractor and the action of the board looking to cancellations will be determined by the question of the ultimate cost to the government taking into consideration the actual progress of the work under these contracts, and the resultant cost of cancellation. Where the work is advanced and it appears that the completed ship can be disposed of by the government at a less loss than would be involved in indemnifying the contractor upon cancellation, the vessels will be completed. Where, however, an accurate survey indicates that the loss to the government can be held to the minimum by cancellation, that will be the course pursued.

Aside from contracts covering sixty vessels, as to which the work is in its initial stages, it cannot be said at the moment how many cancellations of building contracts will result from the board's action. This depends upon the result of a survey.

Land for Soldiers

Interest is rapidly increasing in plans for placing soldiers on the land. Secretary of the Interior Lane's plan to develop new irrigation projects, have a survey of lands made to determine what are capable of agricultural development, to drain swamp lands and to buy cutover timber lands or lend money for their purchase the same to be reimbursed by soldier farmers in long-term payments, is considered good, but it will take time to work it out, especially the survey feature, while a million men are coming home as soon as practicable.

As a supplementary or companion measure it is proposed by some interested in the land for soldiers movement that Congress should appropriate funds this winter for the survey and at the same time should authorize the purchase of cutover lands that may be deemed suitable without delay.

The United States reclamation service and A. G. T. Moore, assistant secretary of the southern pine association, co-operated recently in the preparation of motion pictures for booming the plan to place soldiers on cutover lands. Pictures were taken in the south to be shown throughout America and France.

A Proposed Tax Measure

The revenue bill bids fair to pass before the New Year. It has made remarkable progress in the Senate since republican leaders decided not to fight it. The bill provides for \$6,000,000,000 taxes to be collected in 1919 and \$4,000,000,000 in 1920 from internal revenue sources.

The bill contains a provision of special interest to lumbermen. It includes in legitimate claims that may be made for deductions from gross income, allowance for depletion and depreciation on lumbering propositions, which reads as follows:

In the case of mines, oil and gas wells, other natural deposits, and timber, a reasonable allowance for depletion and for depreciation of improvements, according to the peculiar conditions in each case, based upon cost including cost of development not otherwise deducted; provided, that in the case of such properties acquired prior to March 1, 1913, the fair market value of the property (or the taxpayer's interest therein) on that date shall be taken in lieu of cost up to that date.

Furniture Problems

Washington is full of second-hand office furniture and equipment that is not needed by war service committees and war bureaus that are closing up shop. This has been dumped onto the market at half price or less and it is understood that this furniture has been shipped by the carload to many eastern and southern points which have been suffering from a freight embargo on furniture. Speculators are figuring on making big profits on some of this stuff. The opinion has been heard expressed that furniture manufacturers would do well to take back the slightly used furniture with which Washington is full and resell it after refinishing. It is said that they would thereby protect the market for their new goods.

General R. E. Wood, acting quartermaster general, states that the army has on hand in depots, forts, camps, etc., at home and abroad, 60,800 small field desks, 13,250 large field desks, 3,900 commissary chests and millions of dollars worth of other supplies and equipment.

WALNUT

We are concentrating almost entirely on walnut lumber and veneer and offer an ample supply and complete selection. Our average stock is three to four million feet of dry lumber. We are operating our own band mill at Cincinnati and are in splendid condition to handle present and future orders.

Our Stock List Will Convince You. Write for It.

MANUFACTURERS EXPORTERS WHOLESALERS

The **KOSSE, SHOE &
SCHLEYER CO.**

CINCINNATI
OHIO

All Kinds of Hardwoods

J. C. Wickliff of the hardwood section, Aircraft Production Bureau, is reported to be slated to have charge of the disposition of hardwood lumber of which the government has some surplus, it is believed. Mr. Wickliff is member of a committee of lumber experts attached to the several government departments who are meeting in Washington frequently and making arrangements for disposing of government lumber. Other members of the committee are Capt. George M. Chambers, construction division of the army; J. B. Eccleston of the shipping board emergency fleet corporation; C. M. Morford of the navy department bureau of supplies and accounts; M. E. Towner of the railroad administration's purchasing department, forest products section; Major James E. Schuyler of the housing corporation, Major T. F. Archer of the United States marine corps, Major John Cowdin, softwood expert of the aircraft bureau, and Hugh McDonald of the housing bureau.

It is understood that they have decided it would be best if surplus government lumber could be exported. If not, they think the railroads should and would take considerable government lumber. Then there are exchanges being arranged between various government departments, each taking what lumber it needs from surplus stocks of other departments, so far as may be practicable. Finally, surplus lumber is to be marketed, it is understood, according to present plans. Capt. Chambers is secretary of the committee mentioned, Mr. Eccleston, its secretary.

It is proposed that the trade associations name several men to cooperate and advise with the government lumber sellers. Members of the committee believe that the lumber can in time be absorbed by the market. Capt. Chambers resigns from the army January 1, but will assist the government as a civilian.

He estimates that the government has 400,000,000 feet of lumber it does not need, of which the construction division has 280,000,000 feet, shipping board 70,000,000 feet and housing corporation 10,000,000. Messrs. Eccleston and Haynen will have charge of selling surplus shipping board lumber. Assistant Secretary of War Crowell is responsible official; W. J. Hare, general supervisor; Brig. Gen. C. C. Jamieson, director of sales, and Capt. Chambers probably lumber sales agent, for the war department in the sale of its surplus materials, equipment and supplies.

While lumber wholesalers are making plans for engaging extensively in the export trade, manufacturers are doing likewise. Manufacturers are understood to feel that they produce the lumber and naturally might have an advantage in organizing for export trade. It is suggested that the wholesalers might have to depend upon small mills for the stuff they export.

The price fixing committee of the war industries board has ruled substantially as follows relative to prices on commercial orders:

Commercial orders entered since June 14 and unshipped December 23 (in the case of southern pine) at agreed upon item prices, are not subject to renegotiation as to price.

Any commercial orders placed at the prices and conditions conforming to the orders of the war industries board, if unshipped December 23, would be subject to renegotiated prices. In this connection it is pointed out that there would be no power to enforce compliance with government-fixed prices.

Orders placed in good faith at agreed upon prices at maximum or lower figures after June 14 and unshipped December 23, are not subject to renegotiation.

The Building Program

The house committee on public buildings and grounds has decided not to prepare and report an omnibus public building bill at this session of Congress.

Private interests are offering to take over government housing projects. A concern in Rock Island, Ill., has offered to do this in the case of the Rock Island project, and to complete all buildings, paying the government cost.

Secretary of the Interior Lane in his annual report tells of the sale of timber from 4197 acres of Oregon and California grant lands for which \$145,288 was received.

The report shows that the Indian bureau during the last fiscal year gave special attention to the sale of timber and the production of material suitable for war industries.

Substantial assistance was rendered in supplying walnut for gunstocks and airplane propellers, spruce for airplane frames, and construction material for government and industrial building.

The House of Representatives refused the other day to provide a few millions for the postoffice department to build airplanes to carry the mail. Instead the house voted that the mails should be carried by army airplanes, of which Representative LaGuardia of New York, who served as an aviator with the Italian army, said there were 1495 De Haviland 4's, some Curtiss JN-4's and about 200 Handley-Page planes in this country.

All restrictions imposed by the war industries board on the industries of the country have been cancelled and all pledges made by industries at the suggestion of the board have been withdrawn, according to official announcement by the board, which goes out of existence January 1.

Senator Kenyon wants to revive the so-called luxury taxes of twenty per cent. At his suggestion the Senate has passed over temporarily the Senate finance committee's amendment to the revenue bill striking out these taxes, which would apply to certain furniture, picture frames, trunks, and other articles.

"In the vehicle branch of the work the most serious problem faced was the supply of hardwood stock," says the annual report of the quartermaster general of the army. "The first few orders placed used up the available dry supply and it at once became necessary to use, on account of immediate deliveries required, improved drying kilns to season the stock. Additional facilities of this sort have been provided and it is now thought that the industry, properly handled, is in a position to take care of any future program."

The report shows the following as to vehicle contracts entered into by the quartermaster's department of the army:

	Number contracted for.	Number delivered.	Unit money value of each.	Total value of contracts.
Combat wagons	15,500	7,000	\$525	\$8,137,500
Escort wagons	91,728	30,000	210	19,262,880
Water carts	13,500	13,000	275	3,712,500
Medical carts	2,500	2,500	150	375,000
Station carts	12,000	7,000	125	1,500,000
Ambulances	3,500	3,500	350	1,225,000

Restrictions Removed

The war trade board announces that the limitations placed upon the importation of mahogany logs and mahogany lumber, announced in W. T. B. R. 222 of September 12, 1918, have been removed, and licenses may now be issued freely.

The board announces that pecky cypress has been added to the several kinds of wood listed officially November 30 which may be licensed in usual and reasonable quantities, under bunker licenses, when intended solely for use as dunnage aboard vessels on which shipped and not for commercial use abroad.

Cars, carriages and other vehicles have been removed by the board from the list of restricted imports No. 1, and it is stated that licenses may henceforth be issued freely provided the applications are otherwise in order.

According to a report by the Bureau of Foreign and Domestic Commerce, Department of Commerce, exports for November amounted to \$522,000,000, against \$503,000,000 in October and \$487,000,000 in November, 1917. For the eleven months of this year exports were valued at \$5,585,000,000, which is not quite up to the total of \$5,633,000,000 recorded for the corresponding period of 1917.

November imports totaled \$251,000,000, against \$247,000,000 in October and \$221,000,000 in November of last year. For the eleven months ended with November of this year the imports were valued at \$2,821,000,000, a gain over the \$2,725,000,000 in the same period of last year.

The indications are that for the full calendar year imports will exceed \$3,000,000,000 and exports \$6,000,000,000 in value.

Gold imports as well as exports amount to much less than for the previous year. For the eleven months ended with November imports of gold amounted to \$60,000,000, against \$535,000,000 in 1917, and exports to \$39,000,000, as against \$367,000,000 a year ago.

Imports of silver in the eleven months period of 1918 amounted to \$67,000,000, an increase of \$20,000,000 during the year, while silver exports were valued at \$205,000,000, against \$74,000,000 in the eleven months period of 1917.

Clubs and Associations

November Inspection Work

During November the inspectors of hardwood lumber in the employ of the National Hardwood Lumber Association, inspected 13,824,113 feet. Approximately three-fourths of it was handled by salaried inspectors and the remainder by those who worked for fees.

Indiana Hardwood Men to Meet

On January 16 the twentieth annual meeting of the Indiana Hardwood Lumbermen's Association will be held at the Claypool hotel, Indianapolis, and a banquet will constitute part of the program, at seven p. m. of that day. The business session will be held in the afternoon and an interesting program has been prepared. The call for the meeting was sent out December 15 by Edgar Richardson, secretary-treasurer of the association.

Lumber Inspection Fees Increased

The National Hardwood Lumber Association has made the following notice prominent in its monthly bulletin for December, concerning the fees and costs of inspecting lumber:

Beginning the first of August, 1918, the fees for the measurement and inspection of hardwood lumber were increased to seventy-five cents per thousand feet on all woods excepting cherry, rock elm, figured and quartered gum, hickory, pecan, mahogany, walnut, quartered woods and strips, for which the charge will be \$1.00 per thousand feet. This increase was made necessary by the advance in salaries which, in conformity with present conditions, we were obliged to pay all of our inspectors. For the present the charge of \$6 per day on account of time lost, and the minimum fee of \$3 on small lots will not be increased.

Change Date for National Directors' Meeting

The National Hardwood Lumber Association office at Chicago announces that the date for the semi-annual meeting of the board of directors has been changed from Friday, January 24, to Friday, January 17. The change was made in order to avoid conflict with other meetings to be held in different parts of the country that might interfere with the attendance of some of the directors. The meeting will take place in the association offices at 10 a. m.

Knoxville Lumber Club Election

E. M. Vestal, vice-president and secretary of the Vestal Lumber and Manufacturing Company, Knoxville, Tenn., was unanimously re-elected president of the Lumbermen's Club of Knoxville at the meeting held in the Atkin Hotel, Saturday, December 7, as were also the other officers, vice-president Walter McCabe, secretary H. C. Kopcke and treasurer J. C. Kimball. The society is not yet one year old, and because of the good work done in such a short time it was decided that the first officers deserved another good, full term.

W. W. Barnard, the well known lumberman of Greeneville, Tenn., was elected an associate member and C. D. Newport, the new manager for the Knoxville office of the Frampton-Foster Lumber Company of Pittsburgh, was taken into full fellowship.

Colonel J. W. Andes of the Andes Lumber Company, who has been in the officers training camp at Atlanta, told how he went over the top there.

The meetings of this club have their greatest value in the exchange of ideas, practically every member taking part.

A forward step was taken by the club in securing a clubroom in the Sterling hotel arcade, adjoining the modern nine-story Farragut hotel, just being completed in the heart of Knoxville's business district. This will be open at all times for members and lumbermen visiting in the city.

The club is growing rapidly taking in new members every week, especially since it widened its scope to receive members from all east Tennessee.

F. R. Gadd was a recent visitor to the club



E. M. VESTAL,
Re-elected President Knoxville Club.

We have the Following Stock:

ONE YEAR DRY

100,000 ft. 4 4 No. 1 C. Plain Red Oak
100,000 ft. 4 4 No. 2 C. Plain Red Oak
100,000 ft. 1/4 No. 1 C. Plain White Oak
100,000 ft. 4/4 Sel. Cypress

HIGH CLASS STOCK FOR PROMPT DELIVERY

PELICAN LUMBER CO.
MOUND, LA.

and secured quite a number of memberships for the new hardwood association.

Northern Lumbermen Organize New Export Bureau

At a meeting of the emergency committee of the Northern Hardwood Emergency Bureau, held in Chicago, Tuesday, December 17, steps were taken looking to the formation of a corporation to handle the export trade in birch, beech, maple, basswood, elm, and ash.

The Northern Hardwood Emergency Bureau is made up of the members of the Northern Hemlock and Hardwood Association, Oshkosh, Wis., and of the Michigan Hardwood Manufacturers' Association, Cadillac, Mich. Its work in meeting government lumber requirements has been practically completed and under the plans proposed at Chicago the new organization will in effect move the emergency bureau branch office from Washington to Paris.

It is the belief of the northern lumbermen from Wisconsin and Michigan who attended the conference that northern hardwoods have not been properly exploited abroad and that new markets await these woods if an energetic campaign is undertaken at once.

Under the plan worked out by the committee, a sum will be raised immediately sufficient to finance a thorough investigation of the hardwood markets in England, France, Belgium, Spain, Portugal and Italy. This sum will be underwritten by such members of the two northern associations as care to participate in the direct foreign trade.

The firms which bear their pro-rata share of the cost of the investigative work for the next six months will be eligible to membership in the export corporation which will then be formed.

Roy H. Jones, who has represented the emergency bureau at Washington to the great satisfaction of the northern manufacturers, has been engaged to represent the new organization abroad and will leave this country shortly after January 1.

During the investigation period the management of the work will be vested in an executive committee selected by the underwriters and will be administered by the present officers of the emergency bureau, C. A. Bigelow, Bay City, Mich., chairman; O. T. Swan, Oshkosh, Wis., manager.

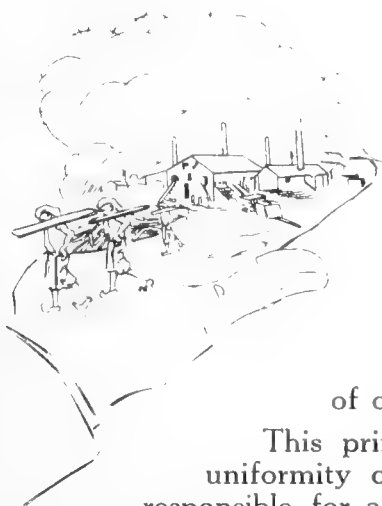
Every producer of northern hardwood products will have the opportunity to participate in the underwriting and so to establish eligibility for membership in the export corporation.

Among those present at the organization meeting were: C. A. Bigelow, Bay City, Mich.; W. L. Saunders, Cadillac, Mich.; R. B. Goodman, Marinette, Wis.; G. N. Harder, Rib Lake, Wis.; A. L. Osborn, Oshkosh, Wis.; M. J. Fox, Iron Mountain, Mich.; M. P. McCullough, Schofield, Wis.; Mr. Jackson, Grand Rapids, Mich.; O. T. Swan, Oshkosh, Wis.

Mr. Jones is splendidly qualified to carry on investigation, having been directly connected with the lumber business all his life.



ROY H. JONES WILL GO ABROAD



Our Customers Truly Control the Output of Our Mills

We endeavor to avoid putting the cart before the horse, that is, sawing lumber and then seeking a market for it.

Rather, it is the first principle of our organization to determine the exact market requirement and then school our five separate manufacturing organizations to cut exactly according to what the buyers want.

The result is that manufacturing buyers are just as truly in control of our production as they would be if they owned the mills themselves.

This principle coupled with original selection of mill sites to guarantee uniformity of product and with unvarying full, straight grade shipments is responsible for a clean reputation that is acknowledged by competitors as well as customers.

Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

Manufacturers and Wholesalers
Pittsburgh, Pennsylvania

Five Mills: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

Memphis Club Annual

H. J. M. Jorgensen, head of the Jorgensen Bennett Manufacturing Company, will preside over the Lumbermen's Club of Memphis during the ensuing year. He was elected to the highest office in the gift of this organization Saturday evening, December 14. He defeated W. C. Bonner of J. H. Bonner & Sons, Memphis and Heth, Ark. Other officers and directors elected at the same time were:

J. V. Rush, Moffett, Bowman & Rush, first vice-president; W. E. Hyde, Hyde Lumber Company, second vice-president; J. Staley Williford, secretary-treasurer; C. L. Wheeler, Pritchard-Wheeler Lumber Company; Bob

Cooper, Memphis Band Mill Company, and Frank Conkling, Korn-Conkling Lumber Company, directors for two years. There are three directors who still have a year to serve, bringing the total number to six. J. F. McSweyn, retiring president, becomes chairman of the advisory board which is composed of ex-presidents of this organization.

The election passed without special feature beyond the good fellowship which prevailed throughout the week of campaigning which preceded it. The candidates hustled for votes to the limit of their ability but they displayed the spirit that has characterized this organization for many years and that has made it the peer of anything of the kind in this or any other country. The successful candidates were profuse in their thanks to their friends who had voted for them and pledged their best efforts in behalf of the club with a view to keeping it on the same high level on which it has been maintained for years. The defeated ones, however, declared that they had enjoyed the race, that it had brought them into closer contact with the membership, that it had aroused new interest in the club and that it had made them more anxious to serve it than ever before.

The blue ticket carried off most of the honors. It elected the head of the ticket and all but two of the other officers and directors.

The new officers will be installed at the next regular meeting. Retiring officers will make their reports at the same time.

Refreshments were served during the evening and a talk was made by Col. S. B. Anderson, director in the United States Chamber of Commerce, who attended the reconstruction conference of the latter at Atlantic City, December 4-6, and who took a very optimistic view of the outlook for business.

Earl Palmer of Ferguson & Palmer Company does not favor continuation of present high wages any more than he favors present arbitrary prices for commodities. He believes that commodities should come down to a more normal level and he further believes that reduction in wages should be the first step in bringing about this lower range of commodity prices.

A purse of \$100 was presented to the Misses Corrington for the efficient work they had done in looking after the affairs of the club during the period since they took the place of their sister who resigned some time ago to get married.

Traffic Association Will Hold Annual

The annual of the Southern Hardwood Traffic Association will be held at the Hotel Gayoso, Memphis, Tuesday, January 7, according to decision of the board of governors.

No fixed program has yet been arranged but it is expected that the

PALMER & PARKER COMPANY

TEAK	MAHOGANY	EBONY
ENGLISH OAK	DOMESTIC	
CIRCISSIAN WALNUT	VENEERS	HARDWOODS

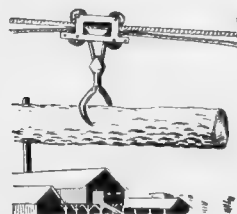
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For the Mill Yard,
Handle Your Logs Mechanically
PRACTICAL, DURABLE, ECONOMICAL
Write for detailed information

John F. Godfrey, Dept. 4, Elkhart, Ind.

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

meeting will be the most important in the history of this organization because the growth in membership has been larger than in any previous year and because of the many problems with which the association has had to deal on account of the war. Added interest is also derived from the fact that there are many new phases of traffic and transportation matters because of the sudden ending of the war and the readjustment that is involved in transition from a war to a peace footing. And it may also be noted that the association is on the eve of launching an export department that will handle bookings, rates, charters and other phases of the foreign and coast-wise movement of lumber and forest products. It is also considering opening other offices in important hardwood lumber manufacturing and distributing centers and has other big matters on which the membership will be asked to pass.

Features of the meeting will be the report of J. H. Townshend, secretary-manager, dealing with the activities of this association during the past year, and the address of James E. Stark, retiring president, who will have important recommendations to submit to the body.

The election of officers will be held during the forenoon of the day of the annual meeting. Two nominating committees have been appointed by President Stark to select candidates for president, first vice-president, second vice-president, treasurer, and seven directors for three years. These committees are known as "Boxes" and "Flats." The former is composed of John W. McClure, S. B. Anderson and W. A. Ransom. The latter consists of R. L. Jurden, Frank B. Robertson and C. B. Dudley. It is regarded as highly probable that these committees, following a well-established precedent, will nominate the same set of officers.

With the Trade

Giles Wright Leaves Lenox Saw Mill Company

The following announcement comes from W. D. Johnston, vice-president of the Lenox Saw Mill Company, Lenox, Ky., and president of the American Lumber & Manufacturing Company, Pittsburgh, Pa., regarding the resignation of Giles Wright, who has been vice-president and general manager of the company:

On account of ill health, Giles Wright has been forced to resign his position as vice-president and general manager of this company. H. M. Collins has been elected his successor, taking effect under date of December 1.

We are sorry to advise that Mr. Wright has not been at all well for the past month or two, and his doctors have advised him that he must rest up for the next two or three months, and after that he must take a position comparatively free from the strain and worry necessarily attached to the operation of a saw mill.

William Morse Dwight Dies

William Morse Dwight, vice-president and manager of the Dwight Lumber Company, Detroit, Mich., died at his home, 125 Lodge avenue, Detroit, on the evening of December 19. With his father, the late A. A. Dwight, he founded the Dwight Lumber Company in 1866 and was active in its affairs until taken ill late in November.

Mr. Dwight was born in Detroit on July 8, 1846, and at all times has taken active interest in city affairs and everything associated with the lumber industry.

The funeral was held from the home at 2 o'clock Monday afternoon, December 23.

Pertinent Information

The Fifth Liberty Loan

It has now been definitely announced that the fifth liberty loan will be called "in the spring." The exact time has not been fixed, nor has any official announcement been made of the amount of loan, or the rate of interest. Unofficially, it has been stated that the call will range between five and seven billion dollars, and it is believed that the rate will be four and a half per cent and the term considerably shorter than the former loans.

Colors and Combinations

Clothing matters and lumber terms do not always go well together. An exchange says that "Mrs. Wilson wore a dark mahogany gown trimmed with punk."

The Cut of Hardwood Lumber

The December official bulletin of the National Hardwood Lumber Association contains some interesting figures on the sawmill output of hardwood lumber during the past year. Speaking of the manner of collecting the statistics, and the reason for doing it, the bulletin has this to say:

At the request of the government, we have lately placed before our members an official questionnaire requesting figures touching the volume of their annual outputs. The object of this inquiry was of a dual nature, the information in question being wanted not only for statistical purposes, but also as a distributional guide in connection with war work.

While the war has ended, the pertinent need of the data covered by

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and
Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

The following stock is in excellent condition, ready for immediate shipment

5/4" No. 2 Com. & Btr. ASH.....	41,000'
5/8" No. 2 Com. & Btr. BEECH.....	27,000'
5/4" No. 2 Com. & Btr. BEECH.....	300,000'
6/4" No. 2 Com. & Btr. BEECH.....	256,000'
4/4" No. 2 Com. & Btr. BEECH.....	76,000'
4/4" No. 2 Com. & Btr. SOFT ELM.....	30,000'
3/4" No. 1 Com. & Btr. BIRCH.....	84,000'
4/4" No. 1 Com. & Btr. BIRCH.....	108,000'
6/4" No. 2 Com. & Btr. BIRCH.....	51,000'
8/4" No. 2 Com. & Btr. BIRCH.....	51,000'
4/4" No. 3 Com. BIRCH.....	56,000'
5/4" No. 3 Com. BIRCH.....	48,000'
4/4" No. 1 Com. & Btr. MAPLE.....	270,000'
4/4" No. 1 & No. 2 Com. MAPLE.....	318,000'
6/4" No. 2 Com. & Btr. MAPLE.....	10,000'
8/4" No. 2 Com. & Btr. MAPLE.....	34,000'
10/4" No. 2 Com. & Btr. MAPLE.....	58,000'
12/4" No. 2 Com. & Btr. MAPLE.....	35,000'
5/4" No. 3 Com. MAPLE.....	35,000'
4/4" No. 2 Com. & Btr. SOFT MAPLE.....	130,000'

IDEAL
HARDWOOD
SAWMILL



Are putting in pile every month two and one-half million feet of choicest Northern Michigan Hardwoods

Stack Lumber Company

Masonville, Michigan

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

the questionnaire is not affected either in regard to its abstract or its practical purposes. The requirements of peace, as they pertain to lumber at least, may prove even greater than those of war. Immense quantities of it must be shipped to Europe during the next year or two. In all of the allied countries having devastated sections to deal with, it is understood the decision was reached some time ago that to begin with practically all of this work must be done with wood. It is also understood that for the present the bulk of the lumber supplies to be drawn from the United States for shipment to Europe will be moved under a centralized control. Moreover, the tenure of the purchasing commissions established in this country during the war by the different allied governments will be prolonged, and the relations of this organization with these will continue as close as heretofore.

The questionnaire was mailed to each and all of our 972 members so as to make sure that every bona fide manufacturer of lumber among the membership would be brought into the record. The returns are now substantially complete (only a few producers out of the entire list having for reasons best known to themselves refused to co-operate) and the total shown strikes high.

According to the figures received and tabulated to this writing the aggregate annual output of the manufacturing element in this organization is 5,907,000,000 feet. These figures are based strictly on accomplished production and in no instances on mere capacity outlines. The number of integral mills involved in this volume of industry as shown by the returns is 1,010, many of our producing members of course carrying on more than one operation.

No small significance attaches to these figures. Apparently they indicate that the cut of lumber for the year just closed has much overrun the cut of 1916, our latest official figures. This is inferred from the fact that 1,010 sawmills this year show production ninety-six per cent as large as 1,770 sawmills in 1916. If returns from all the hardwood mills in the country were collected, and the same ratio would hold out, the indications point to a total hardwood cut of 10,000,000,000 feet, which would be considerably above the reported hardwood production in 1916.

The census returns of lumber cut for this year will be awaited with interest, and it is probable that the size of the cut, when full figures shall be received, will contain surprises.

Building Permits for November

The total value of building permits, issued in 151 principal cities throughout the United States, as officially reported to The American Contractor for November, 1918, was \$6,593,857, as compared with \$45,617,590 in November, 1917, a decrease of 85 per cent. The following table gives an interesting comparison of construction work in November for the past five years:

	Number of Cities Reported.	Estimated Value of Buildings.
1918.....	151	\$6,593,857
1917.....	151	45,623,885
1916.....	114	69,278,617
1915.....	114	69,465,791
1914.....	75	34,342,475

Gains are shown in 29 of the 151 cities listed, but these are only significant as indicating centers of war activities.

Foreign Restrictions Still Hold Down Exports

All business in hardwood lumber and forest products in England and France today is government business, and, so far as all other foreign countries are concerned, there are no ships for the transportation of these commodities.

This is the significant statement made by G. A. Farber, vice-president of Russe & Burgess, Inc., who has been spending some time at the headquarters of this firm in Memphis. He is foreign representative of this firm and has already left this city enroute to London, his headquarters, for which point he will sail about the tenth of January. He is at present in Baltimore and will visit other eastern points before sailing. He said:

I anticipate that there will be a big business in American hardwoods in Great Britain, France and other foreign countries and particularly in the two former when the present timber control has been eliminated. Until it has been eliminated, however, the government will have charge of both the importation and distribution of American hardwoods and the quantity purchased will probably be somewhat restricted. There will certainly be no open market as long as this timber control is maintained and I would like to emphasize the fact that it is up to American exporters to use their influence toward elimination of this control. They have ample ground in the fact that the market is not an open one under present regulations and that there is, in a measure, restraint of trade. I would suggest formal protests on the part of exporters to the proper authorities in the United States, letting the latter take the subject up in proper manner with the governments of Great Britain and France. I am rather inclined to believe that this control is likely to remain in effect for almost a year unless something is done to hasten its removal.

I base my views of ultimate large business on the fact that stocks of hardwood lumber and timber in Great Britain, France and other foreign countries are smaller than they have ever been, and on the additional fact that there is most notable shortage of stocks of furniture and other products manufactured therefrom. Prices of furniture in Great Britain today are practically double what they were before the war and the same is true of France. Second-hand furniture, almost the only kind available, has advanced quite as much as new. If furniture manufacturers were able to enter the market in an unrestricted way now they would buy very freely in order to get this industry on a satisfactory basis and in order to meet the enormous demand that is ahead of them. But they will have to take what the government gives them and this condition

will continue for some time unless I am very much mistaken. The government of Great Britain has already purchased some 12,000,000 to 14,000,000 feet of American hardwoods which is now at southern and eastern ports awaiting transportation. This will not go very far, however, toward supplying the needs of furniture manufacturers or other interests but they will have to be content, for the present at least, with what the government provides for them.

Speaking of the basis on which lumber would have to be sold in Great Britain, France and Belgium, Mr. Farber said:

I anticipate that importers in England, when present timber control is removed, will be able to pay cash for whatever they buy in America. I am rather inclined to believe that some credit arrangement will have to be effected in the case of French buyers and I am certain that considerable credit accommodations will have to be worked out in the case of buyers in Belgium.

Hardwood News Notes

< MISCELLANEOUS >

The capital stock of the Huntingburg Wagon Works has been increased to \$90,000 at Huntingburg, Ind.

The Bolivia Lumber Company has been incorporated at Bolivia, N. C.

The death is announced of J. A. Covode, secretary of the Berkey & Gay Furniture Company, Grand Rapids, Mich., and also of Charles S. Holt, secretary of the Holt Lumber Company, Oconto, Wis.

< CHICAGO >

Prominent southern hardwood men who came on to Chicago from the big Louisville meeting were W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.; Sam Thompson, manager lumber department, Anderson-Tully Company, Memphis, Tenn.; R. J. Lockwood, manager of the Memphis Hardwood Flooring Company, Memphis, and D. B. Frampton, Frampton-Foster Lumber Company, Pittsburgh, Pa. All these men had business to do in Chicago and all of them reported that they had succeeded with their work.

Members of the Chicago Hoo-Hoo held an interesting concatenation on Thursday night, December 19. Twelve kittens were put through the ropes and three former members were reinstated. The event took place in the Lumbermen's Association quarters and was preceded by a banquet. Vice-gent Snark G. A. Vangness was in charge.

W. G. Collar, manager of the West Lumber Company, Lugerville, Wis., passed through Chicago last week on a hurry-up trip to Washington, where he went to see his son, Lieut. G. C. Collar, just returned from France in a severely wounded condition. Mr. Collar had no knowledge of the injuries of his son until a wire was received from Lieut. Collar on this side. Lieut. Collar received his injuries in the Chateau Thierry fighting, and is now in the government recuperating hospital in Washington. He rose from private in the marine corps to first lieutenant.

Wm. Beebe, general sales manager for the Long-Bell Lumber Company, Kansas City, passed through Chicago last week on his way to the big Louisville amalgamation meeting of the two hardwood manufacturing associations. Mr. Beebe was very optimistic over the general situation.

H. H. Butts, sales manager of the Park Falls Lumber Company, Park Falls, Wis., was in town for a couple days last week.

John F. Ross of the Brooks & Ross Lumber Company, Schofield, Wis., was a prominent local visitor in the Chicago market a week ago.

< BUFFALO >

The Buffalo Lumber Exchange at a recent meeting appointed a committee of three to draw up resolutions of regret and sympathy at the death of Sergeant Maurice A. Wall, reported as dying of wounds received in action in France. The committee is composed of William L. Blakeslee, Millard S. Burns and H. A. Plumley.

Lieut. Fleming Sullivan, son of Fred M. Sullivan, and former manager of the retail business of T. Sullivan & Co., has written home several interesting letters recently in regard to the fighting in the Argonne, in which he took part.

The Curtiss Aeroplane & Motors Corporation has reduced its force to about one-fourth its former number and is giving up the Elmwood avenue plant, which covers twenty-six acres of floor space and is the largest airplane plant in the world. Work will now be centralized at the Churchill street factory on a much smaller scale than during war time. The demand for airplanes has of course greatly decreased since the cancellation of the government's orders, but the company is hopeful of doing a fair business the coming year. The Elmwood avenue factory is well-adapted to automobile manufacture and it is possible that it will be used for such purpose.

The \$1,650,000 housing program at Niagara Falls was about five per cent completed when the United States Senate adopted a resolution calling for the suspension of such projects when less than seventy-five per cent completed. The Falls interests behind the project believe that work will not be entirely stopped and assurances have been obtained that labor can be secured to carry on the work.

The Aeroplane Lumber Company, which was organized by Frank T.

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



Sullivan of Buffalo, did quite a good business for a while, but has now retired and been dissolved. In this connection Mr. Sullivan obtained control of a sawmill at Jamestown, N. Y., where considerable of the stuff was sawed out. The Jamestown member of the company was Warren Ross, proprietor of the mill. Mr. Sullivan also bought a large amount of rejected Pacific coast lumber at the Curtiss plant here, for which he obtained a ready market.

The Buffalo Automobile Club held an athletic contest and boxing match at Elmwood Music Hall a few nights ago and the members presented to President Orson E. Yeager a beautiful Turkish rug in recognition of his services in office. In his reply he stated that the club now had a membership of 4,500, and though these are record-breaking figures he hoped to see them doubled. James B. Wall was elected a director of the club.

The building of wooden canal boats is progressing rather more slowly than friends of that class of work would like to see. The fact that everybody is hesitating over it is shown by the fact that the Buffalo Marine Construction Company states it went out of wooden shipbuilding last August, when it completed twenty lighters for the government. Since that time no orders have been obtained, although the company looks for something in wood for the canal next summer.

◀ BOSTON ▶

The annual meeting of the Massachusetts Wholesale Lumber Association, Inc., was held at Youngs hotel, Boston, Wednesday evening, December 11, and the following officers were elected: President, H. M. Bickford of the H. M. Bickford Company; vice-president, Welles Blanchard of the Blanchard Lumber Company; treasurer, E. Carleton Hammond and secretary, Arthur M. Moore. The directors are the first three named officials, with Martin A. Brown, H. W. McDonough, Wm. Bacon, Donald F. Cutler, C. F. Leatherbee, R. H. Stevens, H. C. Philbrick and Wendell M. Weston. Delegate to the Massachusetts State Board of Trade, Martin A. Brown, and delegate to the Chamber of Commerce of United States of America, Wm. E. Litchfield.

The reports of the president and secretary developed the especially valuable work of the association during periods of rapid changes in conditions indicating the continued advantages of organized effort through the many readjustments to come. Resolutions were adopted by the association on the death of Waterman A. Taft.

The speaker of the evening was S. A. Linnekin of Babson's Statistical Organization whose subject was "The Building Outlook." He was optimistic as to the trade in 1919 especially the first half of the year, citing

many elements of the situation which could not be disregarded as factors of heavy consumption. He believed that a "breathing spell" after the excessive activity of the last few years was certain to take place, but the buying power and necessities were very real facts, while the disposition to use personal initiative and private enterprise for constructive purposes had been so deeply implanted that, to him, the outlook for a commodity of the character of lumber was good.

W. W. Schupner of the National Wholesale Lumber Dealers' Association brought to the meeting a better realization of the mode and objects of the Atlantic City conference. W. S. Phippen, traffic manager of the National association expressed the view that traffic conditions were to improve still more, even to the state where the Trunk Lines would soon be soliciting business. T. H. Shepard of Shepard & Morse Lumber Company made some interesting statements of several causes of enforced curtailment in production in the northeastern field.

Kelly Brothers, Inc., have been organized at Gardner, Mass., with capital of \$100,000 for the manufacture of chairs, baby carriages, etc., the incorporators being John B. and R. T. B. Kelly.

Bankruptcy is reported of the Stockbridge Body Company of Springfield, Mass., with liabilities of \$14,000 and assets of about \$4,000.

◀ KNOXVILLE ▶

S. O. Moore, formerly Frampton-Foster's manager here, has organized the Tennessee Saw Mills Company and has opened offices in the Holston Bank building. He already has several nice orders from the railroad administration, making a specialty of railroad supplies.

◀ BALTIMORE ▶

Fire broke out in one of the buildings of the Spedden Shipbuilding Company plant, on December 7, and destroyed a lot of patterns, together with much other valuable material, causing a total loss estimated at perhaps \$100,000. Some \$1,200 or \$1,500 of this falls on the Canton Lumber Company, whose place adjoins.

Hardwood men display decidedly more inactivity than they have shown, as far as this activity is indicated by business trips, and a number of visitors have been here in the last two weeks. Among them were R. H. Darnell of R. J. Darnell, Inc., Memphis, Tenn.; Mr. Ransom of the Gayoso Lumber Company of Memphis; C. L. Drawbaugh of E. W. McClave & Son of New York and N. Atwood Haning of the West Virginia Aircraft Company of Wheeling, W. Va. Messrs. Darnell and Ransom

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HARDWOOD LUMBER

YARD
CHICAGO, ILL.

Direct Shipments in
CAR AND CARGO LOTS
a Specialty

MILL
HELENA, ARK

Address Correspondence to Chicago Office

had been to Washington and stopped here on the way to the reconstruction congress at Atlantic City, while Mr. Haning came in search of walnut for aircraft construction.

EVANSVILLE

The new officers of the Evansville Lumbermen's Club, elected at the last meeting, will be installed at the next regular monthly meeting of the club, that will be held at the Hotel McCurdy on Tuesday evening, January 16. The new officers are as follows: President, Joseph W. Waltman of the Evansville Band Mill Company; vice-president, J. C. Greer of the J. C. Greer Lumber Company; secretary and treasurer, William S. Partington; directors, Elmer D. Lubring of the Lubring Lumber Company, D. B. MacLaren of the D. B. MacLaren Lumber Company, and Louis Holtman of the Schnute-Holtman Lumber Company. Mr. Waltman takes the place as president of George O. Worland of the Evansville Veneer Company, who served faithfully in this capacity for the past two years. Mr. Partington was re-elected secretary and treasurer of the club. He has held this position for a number of years and has helped to make the Evansville Lumbermen's Club what it is. It is expected that John C. Keller will be reappointed traffic manager of the club, which position he has held since the formation of the club. At the January meeting the standing committees will be appointed by President Waltman and he is expected to outline his policy for the coming new year. The Evansville Lumbermen's Club is one of the "live wire" organizations of this section and has done much for the lumber industry and allied trades since its organization about fourteen years ago.

The lumber manufacturers of Evansville are interested in the proposition of E. H. Hyman, secretary and manager of the Evansville Manufacturers' Association to establish Ohio river terminals here that will cost between \$150,000 and \$200,000. Mr. Hyman has drawn the plans for the proposed terminals and they have been submitted to Colonel Lansing H. Beach of Cincinnati, engineer in charge of the United States work on the Ohio river and the latter has approved the plans. Both the Evansville Manufacturers' Association and the Chamber of Commerce have appointed committees to arrange ways and means to build these river terminals. B. F. VonBehren of the VonBehren Manufacturing Company, makers of spokes and hubs, is at the head of both committees. Among others named on the committees are George O. Worland, Frank W. Griesse, Evansville Bookcase and Table Company, John H. Rohsenberger of the Buehner Chair Company, and field secretary of the National Rivers and Harbors congress and Henry J. Karges of the Indiana Stove Works. Many of the cities along the Ohio river are arranging to build river terminals to be prepared

to handle the freight properly after the system of locks and dams on the river has been completed.

Charles A. Wolfen, general manager of the Wolfen West Side Lumber Company reports trade showing some signs of improvements and he is of the opinion that next spring will find things booming in the retail line.

Veneer manufacturers in Evansville and other cities in the tri-state territory say that trade has been picking up steadily for the past month or two and that in most instances the plants are being operated on steady time and they are looking for a nice volume of trade in 1919.

COLUMBUS

The Lakeview Lumber Company, Lakeview, O., has been chartered with a capital of \$15,000 by Peter Kuntz, Martin Kuntz, Mary Kuntz, E. R. Allbaugh and Ada R. Allbaugh.

C. H. Foote, president of the C. H. Foote Lumber Company of Cleveland is on the road to recovery after a severe attack of pneumonia.

The Meek Lumber Company of East Palestine has sold out to the East Palestine Lumber Company.

The Streb Brothers Company of Zoar has been reorganized into the Streb Lumber Company.

It is announced that Earl Mathis of Barberton, O., has purchased his father's interest in the firm of C. W. Mathis & Son.

Edgar C. Weybrecht, a sergeant in the American Expeditionary Force who before enlistment was in charge of the office of the J. T. Weybrechts Sons Company of Alliance, O., has been killed in action.

R. W. Horton of the W. M. Ritter Lumber Company, reports a rather quiet hardwood trade in central Ohio territory. He says prices, however, are well maintained at the levels which have prevailed for some time.

NASHVILLE

R. S. Maddux, state forester of the State Geological Survey has returned to Nashville from Knoxville where he made investigations of extensive forest fires in that district, especially along the Tennessee Central Railroad. An extensive area of trees was burned, some two, five and ten years old. Forest fires are also reported in the vicinity of Dickson and Waverly, Tenn., west of Nashville. Black locust trees have been planted along the watershed of the Tennessee river and the Mississippi. This watershed extends from Henry and Weakley on the northwest to Hardeman and Fayette counties in the southwest parts.

Hotel Farragut, Knoxville, elegant new hotel in which appears much fine hardwood work and southern products opens on January 15.

It is reported that the Gulf, Mobile and Northern Railroad under con-

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

struction to Jackson, Tenn., will be completed by May next according to Federal manager R. V. Taylor.

LOUISVILLE

An interesting feature in connection with production of talking machine cabinets is the fact that a number of producers of low-priced but fairly good cabinet machines are featuring black walnut cases. Bohon & Sons of Harrodsburg, Ky., manufacturing consumers who deal direct with consumers, have been featuring walnut cases, at prices around \$60, and claiming that no first class \$150 cabinet machine costs more than about \$50 to build. The company in its efforts to sell machines direct by mail is telling a few secrets out of school, or making some allegations which would be hard to prove. In this advertising the company calls attention to the material and workmanship in a piano and in a talking machine, and then the relational prices of the two, as an argument that a large percentage of the cost of high-priced talking machines is in the name, patents and selling costs. Several other manufacturers of lower-priced talking machines are going to walnut, which can be utilized in dimension stock and common grades where solid cases are made.

A consuming hardwood manufacturer recently cautioned the hardwood manufacturers to hold up prices, claiming that price cutting would result in the furniture and other trades cutting prices, whereas labor is high and showing no indications of going lower for some time to come. This consumer further stated that he didn't believe labor should be cut, and that he felt that every effort should be made to hold prices instead of cutting. He had been approached with a lower offer, after one offer had been turned down, and explained that it wasn't a question of price which had kept him from buying, but the fact that he just wasn't in the market, and advised the manufacturer to stick to his guns. This coming from a consumer is unusual, but it is told on authority.

The Louisville Point Lumber Company, which had a quantity of aeroplane stock on its hands when cancellations came out, is straightened up on this matter, as the government inspectors have recently taken up the stock. As aeroplane stock doesn't include sap as a defect cut walnut for propellers would be very hard to sell for ordinary furniture or cabinet wood. It is believed that the government will protect dealers holding such woods, to an extent where they can be utilized to advantage, while it is also believed that there will be greater extension of the aeroplane service after the war than heretofore, which will result in a good demand for such material.

When peace was declared the Wood-Mosaic Company at New Albany, Ind., had quantities of walnut logs purchased, some en route to the plants, and as a result has had a considerable quantity of walnut logs on hand since the government demand let up. The company's plant at Cincinnati, O., which was purchased from the government during the war in connection with a sale of alien owned property in this country, will manufacture walnut stocks exclusively hereafter.

W. P. Brown & Sons Lumber Company of Louisville has made arrangements to immediately rebuild its two band mills which were destroyed by fire at Payette, Ala., late in November. In this fire two mills were destroyed, but the kilns and lumber on the yards were not hurt. Preston P. Joyes of the company, who was in the Officers' Training School, Camp Taylor, for several months, was recently commissioned a first lieutenant, on the reserve list, then mustered out, and is again on the job at the Brown office.

Edward B. Devol, formerly sales manager of the Louisville Point Lumber Company, but more recently a lieutenant with the Coast Artillery at Fortress Monroe, was recently given honorable discharge and returned to his home at New Albany. He will join the company shortly after the first of the year.

Charles C. Mengell, III, grandson of C. C. Mengel of Louisville, head of the Mengel Box Company and an officer in the C. C. Mengel & Bro. Co., recently died at his home in Louisville of pneumonia, following an attack of influenza. Master Mengel was seven years of age.

John Churchill of the Churchill-Milton Lumber Company, Greenwood, Miss., arrived in Louisville a few days ago and will remain here over the holidays. He came a bit earlier than he had intended in order to attend the convention of the American Hardwood Manufacturers' Association.

Raymond O. Embry, brother of Harry and Norris Embry, of the Embry Lumber Company and Embry Box Company, died a few days ago in Louisville, as a result of having been shot down while entering his office in the Starks building by E. D. Burch, a contractor who has been mixed up in numerous gun plays, and who claimed to have a grievance. Burch has been in jail awaiting trial.

H. J. Miller of Seattle, Wash., known as the "Lumberman's Poet," was in Louisville on December 11 and 12, in attendance at the meeting of the Ohio Valley Improvement Association, a work in which he is interested sufficiently that he subscribed to the campaign fund with a liberal subscription considering the distance he is located from the Ohio Valley. The association discarded rumored plans of asking for a Federal appropriation of \$10,000,000 for barge lines, and concentrated on the greater work of first having the Ohio river improved to a nine-foot stage.

R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, has gone to his old home at Dlow, Miss., where he will spend the holidays.

The City Mill & Lumber Company, which recently suffered a \$25,000

WHEELER-TIMLIN LUMBER COMPANY

MANUFACTURERS AND WHOLESALEERS

HARDWOOD - HEMLOCK - PINE

WAUSAU, WIS.

Shawano County Hard Maple

Is Our Specialty

Complete Stock of Northern Hardwoods

SPECIALS

BASSWOOD

2 Cars 8/4", 6" and wider, 10' and longer,
No. 1 Com. and Bet.

SOFT ELM

2 Cars 6/4", good widths, 60%, 14 and 16'

WAUSAU,

WISCONSIN

GILL-ANDREWS LUMBER CO.

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

POPLAR

100,000 4/4" Com.	20,000 3" 2 Com.
150,000 6/4" Com.	200,000 4/4" 2 Com.
25,000 3" Com.	100,000 6/4" 2 Com.

OAK

10,000 3" 1&2 Plain Red
50,000 2" Com. Plain Red
50,000 6/4" 1&2 Plain White & Red
50,000 4/4" 1&2 Plain White
35,000 4/4" 1x2 Quartered White Oak
75,000 4/4" 2C Plain Red & White

ALL BAND—GOOD WIDTHS—DRY

KNOXVILLE, TENNESSEE

BAND MILLS AT

VESTAL A SUBURB OF KNOXVILLE

FONDE, KY.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

We wish
you all
a very



Merry Christmas
and
Happy New Year

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Imple-
ment, Wagon and Vehicle Stock in the rough
Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

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SEYMOUR, IND.

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White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

REGULAR WIDTHS AND LENGTHS

2 cars Ash No. 1 C. and E. 3", green to 6 mos. dry. Soft
Elm No. 1 C. & B., 1 car 3", 4 cars 2", green to 6 mos. dry.
Hickory, 2 cars Log Run 2" & 1 1/2", green to 6 mos. dry. Two
cars 2 1/2" Soft Maple, No. 1 C. & B., 3 to 12 mos. dry. Three
cars 3" Plain Oak, No. 1 C. & B., 3 to 12 mos. dry. One car
4/4 Qtd. Sycamore, No. 1 C. & B., dry.

At Two Band Mills

STRAIGHT or MIXED CARLOADS
PROMPT SHIPMENT

Plain & Qtd. Red & White

OAK
AND OTHER
HARDWOODS

Even Color

Soft Texture

MADE (MR) RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of
our own manufacture, from our own tim-
ber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

fire at its plant on Baxter avenue, has moved its main office to its branch
plant, which was purchased a short time ago from the old Mehler &
Eckstenkemper Lumber Company.

L. W. Lindlay, former well-known lumber broker of Louisville, recently
died at his home in Louisville, due to a general breakdown. Mr. Lindlay
was born at Shoals, Ind., March 22, 1841, and won a commission as a first
lieutenant in the Federal army during the Civil war.

M. A. Pattison, examiner for the Interstate Commerce Commission,
recently heard in the Federal court at Louisville the complaint of the
Southern Hardwood Traffic Association, Scott Brothers of Carrollton, Ky.,
Adkinson Brothers and others relative to rates from southern points to
Carrollton, which it was claimed were discriminatory and favored Cin-
cinnati. It was alleged that in some instances rates were three to four
cents higher than to Cincinnati.

BEAUMONT

"There is nothing but optimism, optimism of the kind that you can see
sticking out a foot among the lumbermen," said W. A. Priddie, Snark
of the Universe, after a six weeks' trip through the North and East to
look over conditions.

Mr. Priddie is vice-president of the Beaumont Lumber Company which
deals in both yellow pine and hardwoods. His trip extended as far north
as Montreal and east to Boston. He stated that the northern factories
were short on stocks and the moment the government told the automobile
factories and furniture factories to go ahead, there would be one of the
biggest demands the hardwood men had ever experienced.

Mr. Priddie pointed out that much of the stocks on hand in many of
the factories were special cuts for war purposes and would be of little
value in the general run of work. Of course it will not be wasted entirely,
but will be worked up at a considerable loss.

WISCONSIN

Glenn W. Priestley, who was president of the former W. E. Priestley
Lumber Company, has re-engaged in the wholesale lumber business at
1201-6 Wells building, the new firm being known as the Priestley Lumber
Company. Mr. Priestley enlisted early in July after making disposition
of the business. At the close of the war he was a candidate in the Cen-
tral Infantry officers' training school, Camp Grant, Ill.

News comes from Wausau, Wis., that sawmill operators in that district
believe that the amount of logging which will be done during the coming
winter will practically be equivalent to that of a year ago. It is stated
that conditions in the woods are favorable and there is less difficulty of
obtaining labor than for months past.

The Crocker Chair Company's mill at Antigo, Wis., completed delivery
on a large government order for breech sticks for cleaning guns, tent stakes
and pegs of various sizes and collapsible tent poles just a few days before
cancellation was received. The plant devoted much of its capacity to war
work for a year, but now has resumed the manufacture of chair stock and
is running at maximum capacity with a full force. The sawmill has been
entirely overhauled and will go into operation shortly after January 1. The
company is operating the usual number of logging camps this winter.

The Menasha Woodenware Company, Menasha, has disposed of a large
tract of timberland in Sections 10, 11, 14 and 15, in Elton, Langlade county,
Wis., to the Hatten Lumber Company, New London, Wis. The considera-
tion was private. The timber will be shipped over the Wisconsin & North-
ern road to New London as fast as logged.

The International Toy Company has been organized with a capital stock
of \$100,000 at Eau Claire, to engage in the manufacture of children's
express wagons, sleds, doll cabs, kindergarten equipment and other hard-
wood products and specialties. L. D. Pangborn, president and general
manager, is now supervising the establishment of a large factory in Eau
Claire.

Thomas V. Johnson, Inc., wholesale lumber, Milwaukee, has increased its
capital stock from \$25,000 to \$50,000. Thomas V. Johnson, formerly of
the Johnson Lumber Company, Milwaukee, is president and manager of
the company bearing his name.

The C. H. & E. Manufacturing Company, Milwaukee, recently booked
an order for cross-cut saw rigs of the portable type from the government
for shipment to France for use in the reconstruction. The order amounts
to \$36,324.

The plant and property of Thomas Driver & Sons Manufacturing Com-
pany, Racine, a pioneer maker of interior woodwork and general millwork,
recently was acquired at public auction by W. H. Miller, Racine, at \$22,800.
The Driver company has been in liquidation since the death of its founder
about a year ago. The plant contains 30,000 square feet of floor space.

Scharff & Mann, Butternut, successors to Bauer & Knoop, manufactur-
ing hardwood lumber, recently issued notice that because of the unsettled
condition of log prices since the close of the war, it will pay last year's
prices for hardwood logs and guarantee to protect sellers on any advance
in price that may be made before the end of the season next spring. This
is done to facilitate an early marketing of hardwood logs and in anticipa-
tion of a firmer market.

The Holt Lumber Company, Oconto Company and Menominee Bay Shore
Lumber Company have selected about 100,000 acres of the best cut-over

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

lands which they own in Oconto and Forest counties, Wis., for a large colonization and settlement project. A. L. Moldt, formerly of Crandon, Wis., has been engaged to handle the work, which comprises one of the largest land development propositions ever undertaken in northern Wisconsin.

The demand for wooden shoes in Europe and in some sections of the United States has resulted in the establishment of a new industry at Kiel, Manitowoc county, Wis., by V. P. Baivier, a native of Belgium. The shoes are made from whole basswood logs. Mr. Baivier plans on an output of 1,000 to 1,500 pairs during the first year.

The Burger Boat Company, Manitowoc, Wis., has resumed operations in its wooden shipyard, its government contracts having been satisfactorily adjusted. Two of four boats ordered by the government will be completed at once.

The Hardwood Market

◀ CHICAGO ▶

While things are still quiet locally and probably not much general buying will take place until after the first of the year, there is a little more desire to open up and in the past week quite a few orders have been placed in and around this city. A great many inquiries are going out from local factories. Probably for the most part they may be considered as feelers, may be one out of five being backed by a real desire to buy. Slow business has resulted to a certain extent in lower prices, but any cutting continues to be but an occasional proposition, carried on by those people who have accumulations and desire to turn over this or that item.

The psychology of the situation is very favorable, as there are very few lumbermen who are not fully confident of big developments in hardwood consumption that will show up within the next month or two. Many anticipate that active buying will be resumed in January, and it is not at all unlikely that their predictions may come true.

◀ BUFFALO ▶

The hardwood trade is feeling the effects of the inventory season and business just now is generally reported quiet. Some inquiries are being received, but not for shipment as a rule until after the new year starts. The furniture factories, notably, are beginning to show interest and are expecting a large increase in their trade the coming year. They have been restricted not only by government regulation, but also by the shortage of labor, and now they can go ahead without these drawbacks playing any great part. Automobile factories expect also to be large purchasers of lumber the coming year.

The general impression is that hardwood demand is going to be good the coming year, though some think that it will be several months before things start up briskly. Builders are planning to carry out some large undertakings, though they may have to wait until the next Liberty Loan is out of the way before doing so. Hardwood prices are likely to be shaded in some lines, according to some of the wholesalers, and they predict a little less strength in the lower grades, which have been in strong demand on account of war needs. Inventories will show that local yards are well stocked with lumber which is likely to be much needed the coming year.

◀ BOSTON ▶

The hardwood market here may be accurately characterized as dull. The season and general business situation furnish logical reasons for this condition. There is a certain amount of mixed demand always in evidence but no trade movements and buying on a basis broad enough to offer any important conclusions. Reports of reduced prices are more numerous than actual cases known, except in a few items where reputable dealers are free to acknowledge their present quotations several dollars less than they would have made six weeks ago. It is safe to say, however, that the list as a whole is firm in figures even though weak in volume.

◀ BALTIMORE ▶

The hardwood trade has followed some of the other divisions of the lumber business and slowed up a little. It cannot be said that pronounced quiet prevails, for new orders are always coming in, and especially during the last week some interest in stocks has been shown. But the volume of business is not large, which will not cause surprise, as the corresponding periods of other years have not been productive of any more activity. Of course, some of the avenues of distribution have not yet been reopened after a prolonged close, which naturally adds to the uneventfulness, and there are diverse problems confronting the hardwood men which do not obtrude themselves in normal times. This fact should afford a measure of positive satisfaction, for it furnishes a basis for the expectation that when such avenues are opened, the volume of business

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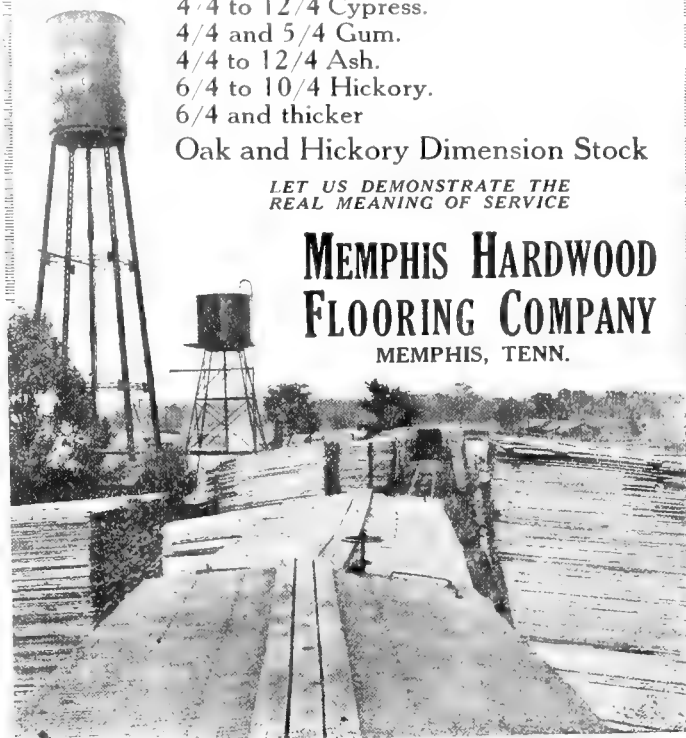
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The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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will gain to a very material extent. In other words, if the hardwood men are able to do as well as they have done, they have reason to look forward to very substantial gains when once the necessities that are now held in abeyance begin to reassert themselves. All things considered, the interest shown in stocks is gratifying and the results achieved under prevailing circumstances indicate fundamental soundness. With war restrictions practically removed, the mills and the dealers have an opportunity to make delivery which was lacking before, and if the demand is not quite up to records, the fact must be taken into account that the readjustment of lines of business that call for the use of hardwoods is not yet completed, and has for that matter hardly begun. When the shift from war to peace activities has been made, there is almost certain to be a good business, and there are those among the hardwood men who look for a season of prosperity seldom, if ever before, equalled. Of course, others take the opposite view, but the optimists are in a great majority, and since prosperity, on the authority of President Wilson, is a mental state, the good feeling that prevails should go far to bring about a very marked revival. The range of prices is very satisfactory, and no recessions are to be noted. The absence of extensive accumulations at producing points gives promise of a maintenance of values. There are no further developments to be reported in the export trade, though interest in American woods is evidently on the increase, as is indicated among other things, by the intimations from steamship men that they are open to requests for space at greatly reduced rates.

◀ COLUMBUS ▶

The hardwood trade in central Ohio territory has been rather quiet during the past fortnight. Buying is limited to actual needs and there is a disposition to hold off in stocking until after the first of the year. The tone of the market continues rather good and lumbermen generally anticipate a better demand after the first of the year when inventories are completed.

The factory trade is quiet, although that branch of the business has been holding up the best. Concerns making various products in which hardwoods enter, are disposed to use up their stocks before orders. This applies to box and implement concerns. It is believed that furniture factories will be in the market after the first of the year.

Retail trade is quiet as dealers generally are busy with their inventories. Their stocks are generally sufficient for present needs. Indications point to a gradual resumption of building operations when financial matters are straightened out. Architects and contractors are getting busy on plans and specifications for quite a few buildings. Many of the building projects which were laid over because of war work are being revived. Prices are generally firm at the levels which have prevailed for some time. There is practically no cutting in order to force trade. Shipments are coming out much more promptly than formerly.

◀ EVANSVILLE ▶

Trade with the hardwood lumber manufacturers of southern Indiana, southern Illinois and western and northern Kentucky is only fair at this time, the closing days of each year being rather "off," to use the words of a local manufacturer. Following the close of the war there was a slight slump in business, but manufacturers say that this was to be expected as none of them knew exactly where they stood and they had to get their "bearings." In spite of war conditions the closing year has been quite a good one and manufacturers say that they did more business than they had anticipated. Things look exceedingly good for the new year and there is a great deal of optimism pervading trade circles just now. Manufacturers say in their opinion they will not only increase their domestic business next year but they expect to regain a great deal of their foreign trade that was lost during the war just ended. Local manufacturers say with the improvement of the Ohio river they are looking for a big picking up in trade with the republics of South and Central America. There is a fair demand for lumber just now and prices are holding rather firm. Gum is in better demand now than it has been for a long time. Manufacturers say they believe that in most instances lumber prices will hold firm during the next year or two but that on some grades like walnut that was in demand by the federal government for war materials, that there is likely to be some decrease. Many of the manufacturers during the past month have received a good number of inquiries from automobile and furniture manufacturers and they look to these two industries for a great deal of prosperity during the next few years. Many of the box factories in this section, working on war contracts, have gotten down to the peace basis and are looking after domestic orders. Building operations in this section are showing more activity than for two or three years past. It is expected that by the first of next March the contractors and architects will have plenty to do. Owners of country lumber yards are getting ready to stock up in order to handle increased business which they expect will come to them early next year.

◀ LOUISVILLE ▶

Either there has been some little price cutting practiced or else some consumers are endeavoring to beat down prices by turning down quotation on inquiries, with the notation "your price is out of line," or "your price is too high." Considering the fact that production is light, has been

light, and there isn't much stock on hand, relatively speaking, it is believed that some consumers are making an effort to beat down prices by playing one producer against another, through making everyone think that the other fellow is cutting prices. Except for the fact that some consumers say prices are off there is not much actual indication of it. Some prices are off slightly, but principally in woods for which there was a heavy government demand, which left them flat when the demand slumped. Government requirements are more specific than other requirements, and carry a slightly higher market in some instances. In marketing such woods for commercial purposes it is natural that a slightly lower market has to be accepted, but on general commercial woods there is no real indication of a lower market.

There has been a fairly active demand for the better grades of poplar, there also being a fair demand for quartered oak, while ash in straight grades is fair. Beech is not in big demand at the present time. Walnut is in big supply and light demand, due to heavy supplies of low grade on the market. Veneers are more active than they have been and are showing up to better advantage.

◀ NASHVILLE ▶

A little lull in trade precedes the holidays but much confidence prevails in 1919 activities. Local business bodies are looking to the availability of the powder plant section at Hadley's Bend for manufacturing and industrial possibilities later on, when its use for present purposes becomes no longer essential. That is, such features as the electric plant, power systems, trackage, etc., would form very valuable industrial possibilities.

◀ BEAUMONT ▶

From the number of inquiries received, hardwood men expect a big increase in shipments immediately after the first of the year for the readjustment in northern factories will cause a demand for different stocks from what they have on hand at the present time.

That the demand has been slow and prices weak in southern hardwoods for some time there is no denying, but stocks are also low and the big demand which inquiries indicate will find little from which to draw. Throughout the fall and up until the present time, the mills have been handicapped by heavy rains and the influenza epidemic. This made it impossible for them to make headway, many being closed down entirely for days at a time. In view of these facts, hardwood men say that a stiffening of prices is inevitable.

The feature of the week has been the amount of inquiries from foreign firms, although not enough time has elapsed since the signing of the armistice to allow some of them to figure out their wants and get the information across. One Beaumont concern received an inquiry for 2,000,000 feet of plain oak, but was in position to take only part of it. The size of this order is taken to indicate that foreign yards are bare and everyone will be trying to get all they can before the general rush comes. The inquiry mentioned came from a London concern.

Labor conditions continue bad and mill men expect improvement to come slowly. The lifting of the ban on essential industries has caused some men to return to their former occupations, while relief through returning soldiers is expected to be exceedingly slow. Some may not return to the mills, while others will be retained in the service for many weeks to come.

Lumbermen who have been over the country, state that there is a general demand among the business interests to have the railroads returned to private ownership. They state that this will bring about an earlier rehabilitation of the lines and create a big demand the moment the bill is signed. In fact the inquiries will be out the moment congress assures the owners that such action will be taken. In addition to the material needed for the lines already in operation, the development of the country since the war began has created a demand for some extensions which the lines cannot overlook in their own interest. This will call for still more construction material and cars to make them serviceable.

Cars are plentiful and shipments are prompt when stocks are at hand.

◀ MILWAUKEE ▶

Gradual relief of the shortage of labor for woods work in northern Wisconsin makes it appear now that logging operations during the winter of 1918-1919 will be at least equal to those of last winter in respect to the volume of input. Some sections report that various companies are operating only a part of their usual number of logging camps, because not enough men are available, but others say woods operations are in full swing with complete quotas. The United States Employment Service is doing good work in placing men released from essential war industries with the logging and lumber concerns of the North.

The impression prevails that hardwood logs will advance in price before the end of the new logging season, and at least one firm in Northwestern Wisconsin is now buying cut timber at last year's prices and guaranteeing sellers against a possible advance.

The weather in the logging districts has been rather mild during the last two or three weeks, offsetting the advantage furnished late in November and early in December by a fairly heavy snowfall. However, conditions in the woods are regarded as favorable and only the shortage of labor will limit the production of logs.

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Hard and soft wood Slabs and Edgings, 12", 16", 24", 30" and 48" for fuel wood. Also Cordwood. Write COVEY-DURHAM COAL CO., 431 S. Dearborn St., Chicago.

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Hickory, Maple, Beech or Oak Cordwood, dry Hardwood Sawdust. Cash with order.

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Two or three million feet of Black Walnut logs and timber to manufacture gunstocks for the government.

Also oak and other hardwood.

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Chestnut lumber to sell. Address, "BOX 123," care HARDWOOD RECORD.

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FREE SERVICE FOR BUYERS

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4 cars 1½" log run Beech
1 car 1¼" log run Beech
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1 car 4x4 No. 1 Com. & Bet. squares Hard Maple.
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Timber on Quatsine Sound, British Columbia. Ocean going vessels can go right up to the property. Write for price. T. A. White, Middletown, O.

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WANTED TO BUY

5 cars 2x2-30" Clear Oak Squares.
5 cars 2x2-19" Clear Oak Squares.
5 cars 1½x1½-19" Clear Oak Squares.
10 cars 1½x1½-20 and 40" Clear Oak Squares.
5 cars 1¼x2¼-5' clear Oak.
5 cars 1½x2¼-5' clear Oak.
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Write for orders to cut. We are always in the market.

THE PROBST LUMBER CO., Cincinnati, Ohio.

WANTED—SEVERAL CARS

2x2x30" and 2½x2½x30" Clear Birch or Maple Squares. THE MAY LUMBER CO., 949 Broadway, New York, N. Y.

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WANTED 1/16" QUARTER SAWN

White Oak, select grade, 10" and 11", clear of sap, by 44", 28" and 19" long. Address, "BOX 124," care HARDWOOD RECORD.

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500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00 each. f. o. b. Redwine, Ky. LENOX SAW MILL CO., Lenox, Ky.

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Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

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1 Fay & Egan 54" Lightning band saw mill, on ball bearings, without carriage or feed works, left hand mill.

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6 Band saws, 7" by 20 guage.

1 F. B. Rich & Son brazing clamp and table.

This machinery is practically new, having cut less than one carload of lumber. EVANSVILLE VENEER CO., Evansville, Ind.

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NO. 1 C., white, 8/4", reg. widths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

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FAS, 3/4 & 1/2", reg. widths. & lgths., 6 mos. dry; FAS, 5/4", 10" & up, reg. widths. & lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, black, 4/4, 6/4, 8/4", reg. widths., good 14 & 16' long, dry. JONES HARDWOOD CO., Boston, Mass.

FAS, Ark. white, 5/4, 6/4, 8/4 & 10/4", 6-10"; FAS, Ark. white, 8/4 & 12/4", 10" and up; SEL., Ark. white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", 6" & up; NO. 1 C., Ark. white, 4/4, 5/4, 8/4, 10/4, 12/4 & 16/4"; CLR., shorts, Ark. white, 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR., 4/4-8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

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NO. 1 C. & BTR., 4/4 & 8/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 2 & BTR., 4/4". SALLING-HANSON COMPANY, Grayling, Mich.

NO. 1 C. & FAS, 12/4", reg. widths. & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 5/4", all 8-10"; ONE FACE CLR., 5/4x 3 1/2 to 5 1/2"; CLR. SHORTS, 8/4", 12/4"; NO. 1 C., 5/4", 8/4". FAS, 10/4x10", 12/4x10". THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 3" & wdr., 6' & longer, yr. dry; NO. 1 & BTR., 5/4", 6" & wdr., 8' & longer, 18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

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NO. 1 C., 4/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., 9 mos. dry; NO. 3 C., 4/4", reg. widths. & lgths., 4 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C., 5/4", 18 mos. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

COM. & BTR., white, 5/4", reg. widths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 & BTR., 4/4, 5/4, 10/4", reg. widths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 4/4"; NO. 1 & BTR., 4/4, 5/4"; BOX & CRATING STK. NO. 3, 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 & BTR., 8/4", 4" & wdr., 6' & longer, 18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

ALL grades 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4 to 8/4", reg. width., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 6/4", reg. widths. & lgths., 30% FAS, 10 mos. dry; NO. 3 C., 5/4x6/4", reg. widths. & lgths., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN, 6/4, 10/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", good widths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BIRCH

NO. 1 C. & BTR., sap, 4/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4"; NO. 1 C., 4/4, 5/4, 6/4; NO. 2 C., 6/4". THEO. FATH-AUER CO., Chicago, Ill.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4", reg. widths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4" to 8/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 1 C. & SEL., red, 4/4"; NO. 3 CRATING, 4/4, 5/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 & BTR., 4/4, 5/4"; NO. 2 C., 4/4"; NO. 1 & BTR., 5/4". SALLING-HANSON COMPANY, Grayling, Mich.

FAS, 4/4", 6/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 1 C., 6/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 2 C. & BTR., 8/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 3 C., 8/4", 4" & wdr., 6' & longer, 18 to 20 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

BUTTERNUT

COM. & BTR., 4/4", reg. width. & lgth. 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

NO. 1 C., 4/4-8/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, FERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 6" & up; NO. 1 C., 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

CHESTNUT

FAS, 4/4", good widths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", reg. widths., 1/2 14-16" long, 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

ALL grades 4/4", good widths. & lgths., dry. WILLSON BROS. CO., Pittsburgh, Pa.

COTTONWOOD

FAS, 4/4", 6-12" wide; BOX BDS., 4/4", 9-12"; NO. 1 C. & SEL., NO. 2 C. & SEL., 5/4"; DOG BDS. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 & PANEL, 4/4", 18 & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 4/4", reg. widths. & lgths. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 8/4 & 12/4", reg. widths. & lgths., 9 mos. dry; NO. 1 C., 4/4", reg. widths. & lgths., 6 mos. dry; NO. 2 C., 4/4", reg. widths. & lgths., 6 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 5/4", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 4/4", 6-12". NICKEY BROS., INC., Memphis, Tenn.

CYPRESS

NO. 1 C., yellow, 5/4"; SHOP, yellow, 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, 5/4, 6/4 & 10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

SEL., 8/4", reg. widths., good lgths., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4-16/4", reg. widths. & lgths., 75% FAS, 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4", reg. widths. & lgths., 7 mos. dry; NO. 2 C. & BTR., 6/4 & 8/4", reg. widths. & lgths., 9 mos. dry; NO. 2 C. & BTR., 12/4", reg. widths. & lgths., 14 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN, 12/4", reg. widths. & lgths. FER-GUSON & PALMER CO., Memphis, Tenn.

LOG RUN, 12/4", reg. widths. & lgths., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 6/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & BTR., 5/4"; NO. 2 & BTR., 5/4, 8/4 & 12/4"; NO. 3 BOX & CRATING, 4 1/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

LOG RUN, 8 4 & 12 4". NICKY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 8 4 & 12 4", reg. wdths. & lgths. good to good dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM—ROCK

NO. 2 & BTR., 8 4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.
NO. 1 & BTR., 6 4"; NO. 2 & BTR., 6 4, 8 4, 12 4 & 16 4"; NO. 3 & BTR., 6 4". SALLING-HANSON CO., Grayling, Mich.

GUM—SAP

NO. 1 C. & SEL., 4 4 & 5 4"; NO. 2 C., 4 4 & 5 4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4 4, 5 4, 6 4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4 4-8 4"; NO. 1 C. & BTR., Qtd., 6 4 & 8 4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4 4"; NO. 1 C., 4 4"; NO. 2 C., 4 4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

FAS, 4 4"; NO. 1 C., 4 4"; NO. 1 & 2 C., 6 4". BLISS-COOK OAK CO., Blissville, Ark.

BOX BDS., 4 4", 9-12", 13-17, 7 mos. dry; FAS, 4 4", reg. wdths. & lgths., 7 mos. dry; NO. 1 & 2 C., 4 4", reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4 4, 5 4, 6 4 & 8 4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 5 4 & 6 4", reg. wdths. & lgths.; NO. 1 C. & BTR., 4 4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

FAS, 4 4", reg. wdths. & lgths., 10 mos. dry; BOX BDS., 4 4", 13-17", 12-16", 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 4 4-6 4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 3 C., 4 4 & 8 4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 6 4". WELSH LUMBER CO., Memphis, Tenn.

GUM—PLAIN RED

NO. 1 C. & SEL., 4 4 & 5 4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4 4, 5 4, 6 4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C., 4 4 & 5 4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

NO. 2 C. & BTR., 4 4-8 4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. & 4 4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4 4, 5 4, 6 4 & 8 4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

COM. & BTR., 4 4", reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 4 & 6 4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4 4", reg. wdths. & lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS & NO. 1, 4 4 & 6 4", 6" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4 4-12 4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., all thicknesses, reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4 4 & 6 4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 8 4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4 4-12 4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4 4", ran. width. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENER MILLS, Louisville, Ky.

COM. & BTR., 4 4 & 8 4". WELSH LUMBER CO., Memphis, Tenn.

GUM—TUPELO

ALL grades, 4 4, 5 4, 6 4, 4", 6" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades 4 4, 5 4, 6 4 & 8 4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. & SEL., 1 1" ABERDEEN LUMBER CO., Pittsburgh, Pa.

HACKBERRY

LOG RUN, 4 4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 6 4". NICKY BROS., INC., Memphis, Tenn.

NO. 3 C., 4 4 to 6 4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

HICKORY

NO. 2 C. & BTR., 6 4 & 12 4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 2 C. & BTR., 8 4", reg. wdths. & lgths., 6 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 6 4 & 8 4", reg. wdths. & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

MAHOGANY

FAS, NO. 1 C., SHORTS, WORMY, 1/2-16 4", pl. & fig., Mex. & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C., 4 4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4 4 & 5 4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 12 4", reg. wdths. & lgths., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4 4-16 4", reg. wdths. & lgths., 50-90 % FAS, 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 4 4 & 8 4"; NO. 1 C., 4 4 & 5 4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 & BTR., 5 4 & 10 4", reg. wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

LOG RUN, 4 4, 5 4, 6 4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 4 4"; NO. 1 C. & BTR., 10 4 & 12 4"; NO. 2 C. & BTR., 5 4, 6 4 & 8 4"; NO. 3, CRATING, 4 4, 5 4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN 12 4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

NO. 2 & BTR., 12 4". SALLING-HANSON CO., Grayling, Mich.

LOG RUN, 8 4". WELSH LUMBER CO., Memphis, Tenn.

MAPLE—SOFT

FAS, 4 4-16 4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 10 4", reg. wdths. & lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 4 4 & 6 4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 3 & BTR., 5 4". SALLING-HANSON CO., Grayling, Mich.

NO. 1 C. & BTR., 10 4", reg. wdths. & lgths., 3-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ALL grades 4 4-8 4", good wdths. & lgths., dry. WILLSON BROS. CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4 4-16 4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 2 C. & BTR., 3 4, 4 4 & 6 4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS 10 4", reg. width. & lgth. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C., all thicknesses, reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 4 4", good wdths., 1/2 14-16" long, 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

ALL grades 4 4 & 6 4", 4", 6" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 5 4, 11" & up, 10" & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4 4, 5 4, 6 4; NO. 2 C., 4 4; FAS, 5 4, 6 4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 12 4", reg. wdths. & lgths., 2-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 1/2, 1/2, 1/2". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4 4-16 4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS 4 4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4 4-6 4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C., 4 4", 7" & wider. BLISS-COOK OAK CO., Blissville, Ark.

FAS, 5 4, 4 4"; SEL., 4 4. NICKY BROS., INC., Memphis, Tenn.

OAK—PLAIN WHITE

FAS, 4 4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4 4"; NO. 2 C., 4 4"; FAS, 4 4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

NO. 2 C. & BTR., 4 4 & 6 4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4 4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4 4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10 4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/8 & 3/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4 4", 10 4, 12 4 & 16 4", reg. wdths. & lgths.; NO. 1 C., 4 4, reg. wdths. & lgths.; NO. 1 C. & BTR., 5 4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4 4-16 4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

ALL grades 4 4 & 6 4", 4" & 6" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL., 5/8", 6" & wider; NO. 1 C., 4 4, 5 4, 6 4"; NO. 2 C., 4 4"; NO. 3 C., 4 4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C., 1/2, 5/8"; NO. 2 C., 4 4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4 4, 16 4", reg. wdths., std. lgths., 1-2 yrs. dry; FAS, 12 4", 6" & up, std. lgths., largely 14 & 16", 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4 4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4 4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 4 4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/8 & 1/2", 6" & up, 8" & up, 8 mos. dry; FAS, 4 4", reg. wdths. & lgths., 4 mos. and over dry; STRIPS, 4 4", 2 1/2-5 1/2, reg. lgths., 6 mos. dry; BCKG. BDS., 5/8, 5 4, reg. wdths. & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4 4", 8" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 3/8, 3/4, 6 4"; FAS, 4 4", 8-9"; NO. 2 C., 5/8 & 5 4"; NO. 1, 4 4 & 5 4"; SEL., 4 4", 8" & wider; SEL., 6 4"; CLEAR STRIPS, 1/2", 4-5 1/2". NICKY BROS., INC., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & SEL., mixed, largely red, 4 4, 8 4 & 10 4"; NO. 2 C. & SEL., 4 4"; FAS, 10 4"; NO. 3 C., 4 4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, mixed red & white, 4 4"; NO. 1 C., mixed red & white, 4 4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

ALL grades R. & W., 4 4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 3 C. 4 4"; CROSSING PLANK 12 4". PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

COM. & BTR., red and white, 12 4". WELSH LUMBER CO., Wausau, Wis.

NO. 2 & 3 C., 4 4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

PECAN

LOG RUN, 8 4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 1 C., 8 4", good wdths., 50 % 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6"x6", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, soft yellow, 4 4, 6 4, 8 4, 10 4 & 12 4"; SAP & SEL., soft yellow, 6 4, 8 4, 10 4 & 12 4"; NO. 1 C., soft yellow, 6 4, 8 4, 10 4 & 12 4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

Advertisers' Directory

NORTHERN HARDWOODS.

American Lumber & Manufacturing Company.....	7-17
Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	7
Blakeslee, Perrin & Darling....	4
Buffalo Hardwood Lumber Co.	4
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Co.....	8
Elias, G., & Bro.....	44
Fathauer, Theo., Company.....	44
Gill-Andrews Lumber Company....	45
Hoffman Bros. Company.....	7-28c
Jackson & Tindle.....	48
Jones Hardwood Co.....	51
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	37
Mason-Donaldson Lumber Co.	8
Mellvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-46
Northwestern Cooperage & Lbr. Co.	8
Palmer & Parker Co.....	40
Salling, Hanson Co.....	48
Stack Lumber Company.....	41
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.....	6
Stimson, J. V.....	7-56
Sullivan, T., & Co.....	4
Taylor & Crate.....	4
Tegge Lumber Co.....	48
Von Platen Lumber Company....	8
Wheeler-Timlin Lumber Co....	45
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon.....	40
Wood-Mosaic Company.....	5-7
Yeager Lumber Company, Inc....	3
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page.....	7
Evans, G. H., Lumber Co.....	14
Long-Bell Lumber Co.....	6-7
Mowbray & Robinson Company..	7-46

POPLAR.

Anderson-Tully Company..	2-7-10-55
Arlington Lumber Company....	7-46

RED-GUM.

Anderson-Tully Company..	2-7-10-55
Bellgrade Lumber Company....	10
Bliss-Cook Oak Company.....	7-14
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	11
Brown & Hackney, Inc.....	11
Brown Land & Lumber Co.....	12
Brown, W. P., & Sons Lumber Co.	5
Ehemann, Geo. C., & Co.....	12
Evans, G. H., Lumber Co.....	14
Ferguson & Palmer Company...	11

Gayoso Lumber Company.....	10
Goodlander-Robertson Lumber Company	7-11
Kraetzer-Cured Lumber Co.....	10
Memphis Band Mill Co.....	7-11
Miller Lumber Co.....	7-43
Mossman Lumber Company....	12
Paepcke-Leicht Lumber Co.....	7-12
Penrod, Jurden & McCowen	1-11
Pritchard-Wheeler Lumber Co.	7-10
Probst Lumber Company.....	50
Russe & Burgess, Inc.....	10
Sondheim, E., Co.....	10
Stark, James E., & Co.....	10
Stimson, J. V.....	7-56
Stimson, J. V. Hardwood Co....	12
Stimson Veneer & Lumber Co.	12
Thane Lumber Co.....	12
Thompson-Katz Lumber Co....	11
Three States Lumber Co.....	7-56
Welsh Lumber Co.....	12

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	40
American Lumber & Mfg. Co..	7-47
Anderson-Tully Company..	2-7-10-55
Archer Lumber Company.....	7-46
Arlington Lumber Company....	4
Atlantic Lumber Co., Buffalo...	4
Beaumont Lumber Company...	14
Bellgrade Lumber Company....	10
Bliss-Cook Oak Company.....	7-14
Blakeslee, Perrin & Darling....	4
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	11
Brown Land & Lumber Co....	12
Brown, W. P., & Sons Lbr. Co..	5
Brown & Hackney, Inc.....	11
Buffalo Hardwood Lumber Co.	4
Catlin, R. H., Company.....	50
Cornelius Lumber Company....	14
Davis, Edw. L., Lumber Co....	5
Dudley Lumber Company.....	12
Ehemann, Geo. C., & Co.....	12
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	14
Fathauer, Theo., Company....	44
Ferguson & Palmer Company..	11
Galloway-Pease Company.....	5-7
Gayoso Lumber Company.....	10
Goodlander-Robinson Lumber Company	7-11
Hoffman Bros. Company.....	7-28c
Howe Lumber Company.....	4
Kosse, Shoe & Schleyer Co., The	37
Kraetzer-Cured Lumber Co....	10
Kurz-Downey Company.....	4
Lawrence, P. J., Lumber Co....	6-7
Long-Bell Lumber Company....	28
Long-Knight Lumber Company	28
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Memphis Band Mill Company..	7-11
Memphis Hardwood Flooring Co.	47
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-43
Mossman Lumber Company....	12
Mowbray & Robinson Company..	7-46

Nickey Bros., Inc.....	27
Norman Lumber Company.....	5
Paepcke-Leicht Lumber Co.....	7-12
Pelican Lumber Company.....	39
Penrod, Jurden & McCowen....	1-11
Pritchard-Wheeler Lumber Co.	7-10
Probst Lumber Company.....	50
Richardson, A. M., Lumber Co.	10
Russe & Burgess, Inc.....	10
Salt Lick Lumber Company....	6
Sondheim, E., Company.....	10
Standard Hardwood Lumber Company	4
Stark, James E., & Co.....	10
Stern Lumber Co.....	46
Stimson, J. V., Hardwood Co...	12
Stimson Veneer & Lumber Co..	12
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7-46
Taylor & Crate.....	4
Thane Lumber Co.....	12
Thompson-Katz Lumber Co....	11
Three States Lumber Co.....	7-56
Utley-Holloway Company.....	7
Vestal Lumber & Manufacturing Co.	45
Welsh Lumber Co.....	12
Whitmer, Wm., & Sons.....	6
Willett, W. R., Lumber Co....	5
Willson Bros. Lumber Co.....	6
Wisconsin Lumber Company....	40
Wistar, Underhill & Nixon.....	4
Yeager Lumber Co., Inc.....	4

LUMBER COMMISSION.

Alfred P. Buckley.....	51
------------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co..	13
Anderson-Tully Company..	2-7-10-55
Astoria Veneer Mills & Dock Co.	28d
Bird's Eye Veneer Company....	26
Dean-Spicer Company, The...	7-28c
Hoffman Bros. Company.....	7-28c
Huddleston - Marsh Mahogany Company	28
Kosse, Shoe & Schleyer Co., The	37
Long-Knight Lumber Co.....	28
Louisville Veneer Mills.....	26
Mengel, C. C., & Bro. Co.....	5
Nickey Bros., Inc.....	27
Ohio Veneer Company.....	50
Palmer & Parker Co.....	40
Pickrel Walnut Company.....	28a
Rayner, J., Company.....	13
Stark, James E., & Co.....	10
St. Louis Basket & Box Co....	28d
Stimson Veneer & Lumber Co..	12
Wisconsin Cabinet & Panel Co.	28b
Wisconsin Veneer Company....	28d
Wood-Mosaic Company.....	5-7 & 28e to 32

MAHOGANY, WALNUT, ETC.

American Walnut Mfrs. Assn...	35
Davis, Edw. L., Lumber Co....	5
Hoffman Brothers Company..	7-28c
Huddleston - Marsh Mahogany Co.	23

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-14
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company...	8
Horner, William.....	13
Long-Bell Lumber Company....	6-7
Mason-Donaldson Lumber Co...	8
Memphis Hardwood Flooring Co.	47
Mitchell Bros. Company.....	3
Northwestern Coop. & Lbr. Co.	8
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	13
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	56
Hill-Curtis Co.....	56

SAWMILL MACHINERY.

Hill-Curtis Co.....	56
Sinker-Davis Co.....	56
Soule Steam Feed Works.....	56

WOODWORKING MACHINERY.

Mershon, W. B., & Co.....	56
---------------------------	----

LOGGING MACHINERY.

Chickasaw Cooperage Company.	54
Godfrey, John F.....	40
Lidgerwood Manufacturing Co..	13

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	54
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Central Manufacturers' Mutual Insurance Company.....	49
Davis, A. J., & Co.....	49
Indiana Lumbermen's Mutual Insurance Company.....	49
Lumber Mutual Fire Insurance Company	49
Pennsylvania Lumbermen's Mutual Fire Insurance Company.	49

TIMBERLANDS.

Lacey, James D., Timber Co...	49
-------------------------------	----

MISCELLANEOUS.

Brookmire Economic Service...	51
Buck, Frank R., Co.....	51
Childs, S. D., & Co.....	51
Kane Manufacturing Company.	49
Lumbermen's Credit Assn.....	49
Perkins Glue Company.....	28c

(Continued from page 52)

COM. & BTR. 5/8 & 4/4", ran. width. & lgth., 6-8 mos. dry. **LOUISVILLE VENEER MILLS**, Louisville, Ky.
NO. 2 C., 8/4". **WELSH LUMBER CO.**, Memphis, Tenn.
NO. 1 C. & BTR., 12/4 & 16/4", good widths. & lgths., dry. **WILLSON BROTHERS LBR. CO.**, Pittsburgh, Pa.
NO. 1 C. & BTR., 5/8-16/4", reg. widths., std. lgths., 1 to 2 yrs. dry. **YEAGER LUMBER CO.**, Buffalo, N. Y.

SYCAMORE

NO. 2 C. & BTR., 10 1/2", reg. widths. & lgths., 13 mos. dry. **GEO. C. EHEMANN & CO.**, Memphis, Tenn.
NO. 1 C. & BTR., qtd., 4 1/4", reg. widths. & lgths., dry. **SWAIN-ROACH LUMBER CO.**, Seymour, Ind.

WALNUT

NO. 2 C. 4/4", reg. width. & lgth. **BLAKESLEE, PERRIN & DARLING**, Buffalo, N. Y.
NO. 1 C., 1 1/4", 2 yrs. dry. **G. ELIAS & BRO.**, INC., Buffalo, N. Y.
FAS., 4/4", reg. widths. & lgths., 6 mos. dry; **NO. 1 C. 4/4"**, reg. widths. & lgths., 6 mos. dry; **COM. & BTR.**, 5/4", 8" & up, reg. lgths., 9 mos. dry. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.
FAS., **NO. 1 C.**, 5/8" to 8 1/4", very dry. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.
8/4, 10/4, 12/4, 16/4", 6-7' long; **NO. 1 SEL.**, 4/4, 5/4, 6/4, 8/4"; **NO. 1 C.**, 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4"; **NO. 2 C.**, 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4"; **CLR. STRIPS**, 4/4, 5/4, 6/4 & 8 1/4"; **CLR. FACE**, 4/4". **KOSSE, SHOE & SCHLEYER CO.**, Cincinnati, Ohio

VENEER**ASH**

1/2-5/8 up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

CHERRY

1/20-5/8. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

GUM-RED

QTD., FIG'D., any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.
FIG., all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

MAHOGANY

ANY thickness. **THE DEAN-SPICKER CO.**, Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

MAPLE

QTD., 1/8-5/8; **PL.**, 1/2-1 1/2", up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. **PENROD, JURDEN & MCCOWEN**, Memphis, Tenn.

OAK-PLAIN

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

OAK-QUARTERED

WHITE, any thickness, sawed or sliced. **THE DEAN-SPICKER CO.**, Chicago, Ill.

WHITE, 1/20. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

SWD., white, all thicknesses. **NICKEY BROTHERS, INC.**, Memphis, Tenn.

POPLAR

1/2-5/8 up to 22' long. **HOFFMAN BROS. CO.**, Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. **THE DEAN-SPICKER CO.**, Chicago, Ill.

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

SL. & RTRY. CUT. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. **PICKREL WALNUT CO.**, St. Louis, Mo.

CROSSBANDING AND BACKING**GUM**

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

POPLAR

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.

GUM

QTD. FIG., any thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

MAHOGANY

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.

OAK

ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. **HUDDLESTON-MARSH MAHOGANY CO.**, Chicago, Ill.

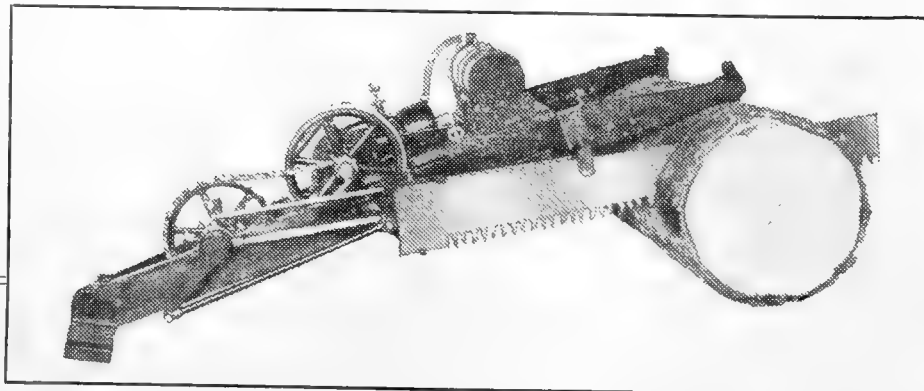
ANY thickness. **LOUISVILLE VENEER MILLS**, Louisville, Ky.

NO. 1 C. & BTR., 4/4 & 6/4", reg. widths. & lgths. **FERGUSON & PALMER CO.**, Memphis, Tenn.

COM. & BTR., 4/4". **KRAETZER-CURED LUMBER CO.**, Memphis, Tenn.

NO. 1 C. 4/4", reg. width. & lgth., dry. **PENROD, JURDEN & MCCOWEN, INC.**, Memphis, Tenn.

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw was advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY

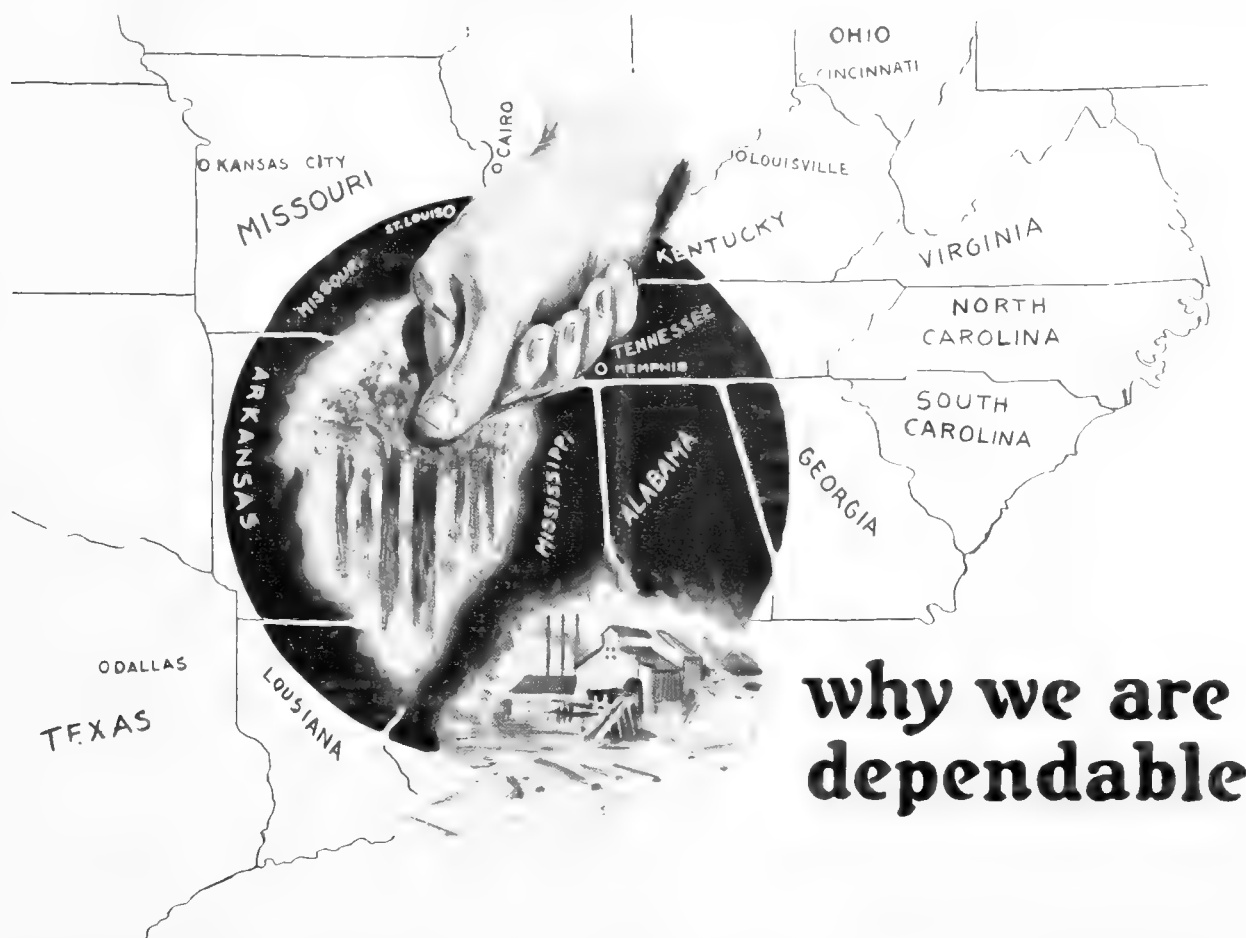
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 Memphis, Tenn.
 Atlanta, Ga.
 New Orleans, La.

GENERAL SELLING AGENTS
MEMPHIS, TENN.

J. C. PENNOYER CO.

Selling Agents, 226 La Salle Street, Chicago
 Exchange Bldg., Memphis, Tenn.
 Gassaway, W. Va.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



why we are dependable

DEPENDABILITY is not the result of honesty alone. Honesty and knowledge are both required. Similarly, strictly clean dealing by a corporation is not necessarily guaranteed because the members of the corporation may be considered honest in their personal dealings. Corporation dependability, then, is more the result of a matter of fact business policy.

So with this concern. It was launched a generation ago with the belief that it pays to hold one's trade by square dealing. During this generation of progress that policy has never been altered in any particular.

That period has been marked by constant study, looking toward perfection of methods and equipment, i. e., toward development of knowledge of the business.

The result is that we know how to properly handle lumber production and sales, and can be depended upon to give the buyer the benefit of that knowledge.

70,000,000 feet a year of Hardwood Production



ANDERSON-TULLY CO.
MEMPHIS TENNESSEE

STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

$\frac{1}{2}$ car 4 4 Log Run Beech	1 car 2 $\frac{1}{2}$, 3, 3 $\frac{1}{2}$, 4" No. 1 Com. & Btr. Hickory
$\frac{1}{2}$ car 5 4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4 4 Log Run Cherry	$\frac{1}{2}$ car 4 4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4 4 No. 1 Com. Poplar
$\frac{1}{2}$ car 4 4 Log Run Elm	1 car 4 4 No. 2 Com. Poplar
2 cars 4 4 No. 1 Com. Sap Gum	$\frac{1}{2}$ car 5 4 No. 2 Com. Poplar
3 cars 4 4 No. 2 Com. Sap Gum	
2 cars 4 4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co. MEMPHIS, TENN.

Manufacturers of
SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

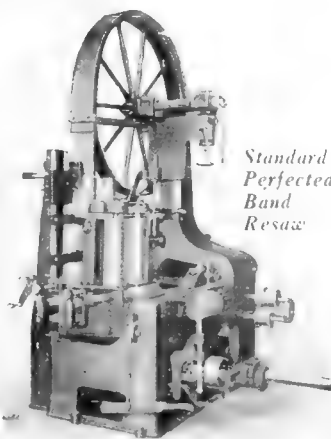
The Following Is a List of a Few of the Items We Now Have in Stock:

Dry, Ready for Prompt Shipment

COTTONWOOD	OAK
4 Cars 1" Boxboards, 13" to 17"	5 Cars 1" FAS. Red
3 Cars 1" Boxboards, 8" to 12"	2 Cars 1" FAS. White
4 Cars 1" FAS., 6" to 12"	2 Cars 1 $\frac{1}{4}$ " No. 1 C. & Btr. Red
5 Cars 1" No. 1 Common	5 Cars 1" No. 1 Com. Red
5 Cars 1 $\frac{1}{4}$ " No. 1 Common	2 Cars 1" No. 1 Com. White
4 Cars 1 $\frac{1}{4}$ " No. 2 Common	5 Cars 1" No. 2 C. Red & White
2 Cars 1 $\frac{1}{4}$ " No. 2 Common	2 Cars 2 $\frac{1}{2}$ " No. 1 Com. & Btr. Plain Red Oak
3 Cars 2" FAS.	2 Cars 3" No. 1 Com. & Btr. Plain White Oak
GUM	5 Cars 2" Log Run Elm
6 Cars 1" FAS. Sap	5 Cars 1" Log Run Elm
5 Cars 1 $\frac{1}{4}$ " FAS. Sap	3 Cars 1 $\frac{1}{4}$ " Log Run Elm
3 Cars 1 $\frac{1}{2}$ " FAS. Sap	4 Cars 1 $\frac{1}{2}$ " Log Run Elm
6 Cars 1" No. 1 Common	3 Cars 2" Log Run Maple
5 Cars 1" No. 2 Common	2 cars 12 4" Log Run Maple
2 Cars 1 $\frac{1}{4}$ " FAS. Red	2 cars 6 4" Log Run Maple
2 Cars 1 $\frac{1}{2}$ " FAS. Red	2 cars 5 4" Log Run Maple
1 Car 1 $\frac{1}{2}$ " No. 1 Common	3 Cars 1" No. 1 Com. & Btr. Sycamore
3 Cars 2" FAS. Qtd. Red	5 Cars 1" No. 2 & No. 3 Com. Sycamore
2 Cars 2" No. 1 Com. Qtd. Red	2 cars 2" Select & Better Cypress

Our stock is manufactured from a nice class of timber and there fore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices



Standard
Perfected
Band
Resaw

EXPECTED

A Specialty - Not a Side Line
BAND RESAW

Sheboygan, Wis., June 15, 1918.

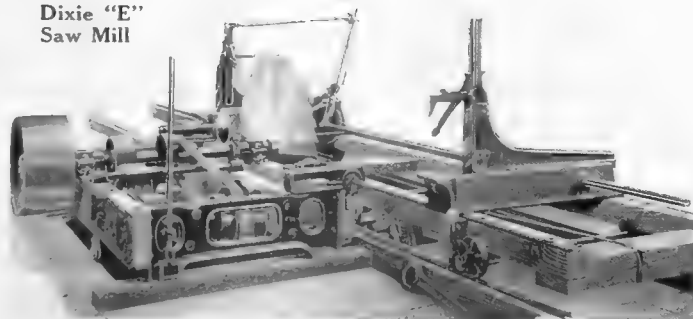
Gentlemen: The Standard Perfected Band Resaw we purchased of you a year ago last May has done everything we expected it would do. We bought it because we knew it would do our work. It is giving us no trouble and we are satisfied with its work.

Yours truly,

SHEBOYGAN CIGAR BOX LBR. & MFG. CO.

Wm. B. Mershon & Co., Saginaw, Mich.

Dixie "E"
Saw Mill



Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich.

Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, JANUARY 10, 1919

Subscription \$2
Vol. XLVI, No. 6



PENROD FOR WALNUT

A big stock, cut before the Government placed restrictions on the manufacture of walnut.

Enough variety in figure and color to enable you to find anything you may need in the walnut line.

It has had plenty of time to become thoroughly seasoned and will be found in excellent condition for particular purposes.

"IF WALNUT THEN PENROD"



PENROD WALNUT & VENEER Co.



Kansas City, Missouri

The quality of our walnut has always been above criticism. It has been so uniformly satisfactory that many of our customers never think of inquiring elsewhere when they want walnut.

Our service will convince you that you can do no better when you need walnut than to order from the Penrod Walnut & Veneer Co., Kansas City, Mo.

A GENERATION IN THE BUSINESS



ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

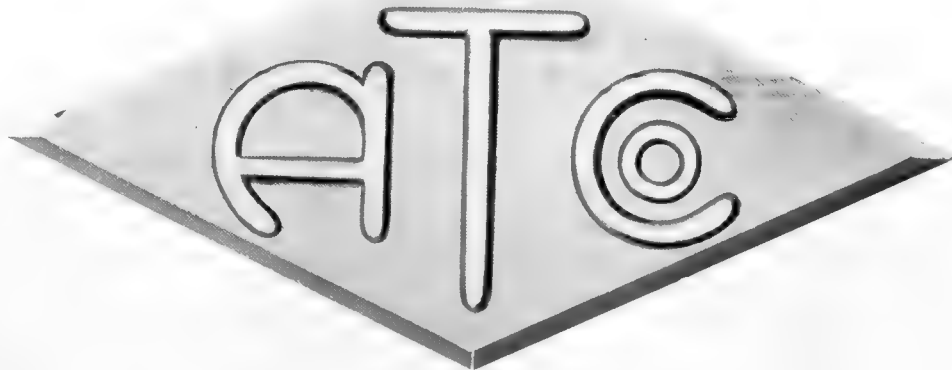
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Michigan Hardwoods

Cadillac Quality

134 M 4/4 Basswood Selects
 66 M 4/4 Basswood, No. 1 Common
 43 M 4/4 Basswood, No. 2 Common
 79 M 4/4 Basswood, No. 3 Common
 78 M 4/4 Gray Elm, No. 1 Common & Better
 60 M 6/4 Gray Elm, No. 2 Common & Better
 100 M 8/4 Gray Elm, No. 2 Common & Better
 46 M 12/4 Gray Elm, high grade
 32 M 5/4 Maple, Step
 75 M 5/4 Maple, high grade
 92 M 6/4 Maple, high grade
 95 M 8/4 Maple, high grade

Also have ample stock 4/4 Maple and can furnish any grade No. 2 Common or better.

We are now sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry—

4 4 Basswood, Birch, Gray Elm, Birdseye
 Maple, Soft Maple and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8 4 Gray Elm

In addition to above we are now sawing—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

300,000' No. 2 BIRCH Com. & Btr., 4/4"	50,000' No. 2 OAK Com. & Btr., 4/4"
75,000' No. 2 Com. & Btr., 5/4"	50,000' 1sts & 2nds, 4/4" to 16/4"
SOFT ELM	MAPLE
300,000' No. 2 Com. & Btr., 4/4"	50,000' 1sts & 2nds, 4/4" to 16/4"
60,000' No. 1 Com. & Btr., 10/4"	WHITE MAPLE
15,000' No. 1 Com. & Btr., 12/4"	14,000' 1sts & 2nds, 4/4", end dried
BEECH	HEMLOCK
300,000' No. 2 Com. & Btr., 4/4"	125,000' Merchantable 4/4"
CHERRY	ASH
17,000' No. 2 Com. & Btr., 4/4"	15,000' No. 2 Com. & Btr., 4/4"

Write for Prices

W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple Flooring
 35,000 ft. 13/16" x 4" No. 1 & Btr. Maple Flooring
 24,000 ft. 1 1/16" x 4" No. 1 & Btr. Maple Flooring
 40,000 ft. 4/4 No. 2 Common & Better Ash
 20,000 ft. 4/4 No. 3 Common Ash
 200,000 ft. 5/4 No. 2 Common & Better Beech
 60,000 ft. 8/4 No. 2 Common & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 14,000 ft. 4/4 1st & 2nd Birch
 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
 500,000 ft. 6/4 No. 2 Common & Better Elm
 225,000 ft. 8/4 No. 2 Common & Better Elm
 65,000 ft. 10/4 No. 2 Common & Better Elm
 75,000 ft. 12/4 No. 2 Common & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 30,000 ft. 4/4 No. 3 Common & Better Red and
 White Oak
 10,000 ft. 8/4 No. 2 Common & Better White Oak
 5,000 ft. 10/4 No. 2 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

BUFFALO

The Foremost Hardwood Market of the East

T. SULLIVAN & CO.
Hardwoods
Ash and Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 53 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

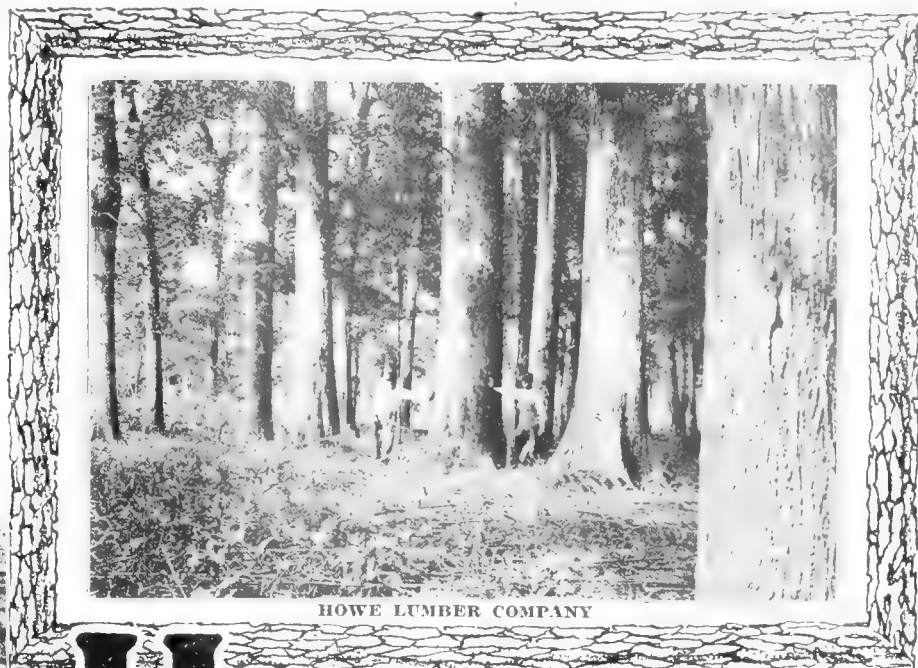
Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
2" to 4".....No. 1 Common and Better Elm
2", 2½", 3" and 4".....No. 1 Common and Better White Ash
2½" and 3".....No. 1 Common and Better Plain Oak
Hardwoods & Red Cedar
Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

Standard Hardwood Lumber Co.
OAK, ASH AND CHESTNUT
1075 Clinton Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.



HELENA

ARKANSAS

Integrity Quality Service Efficiency

It is these vital sparks of industry that are keeping the lights burning and the wheels humming at Helena. It was the steadfast adherence to these principles that has made Helena the greatest producing center of Hardwoods and Hardwood Veneers west of the Mississippi river.

The satisfaction of profitable trade binds our customers to us. From all Hardwood consumers who appreciate a product in which these qualities are inherent, we respectfully solicit correspondence.

THE Howe Lumber Company of Helena, with operations at Wabash, Ark., owns some 8,000 acres of timber similar to that illustrated above. The mill turns out 30 to 35 thousand feet a day of mixed hardwoods, running about 50 per cent oak, the balance gum, ash and elm. The company also manufactures veneer flitches.

The timber is logged by the Howe Lumber Company with its own equipment and trackage, ten miles of rail line being maintained.

The company's plant and timber are located in Phillips county, where there is piled a stock of about 5 million feet. The output is sold through the Howe-Nealy Company of Helena.

The present mill was built in 1907 by two sons of S. E. Howe, founder of the company, there being three of the sons involved in the Howe operation.

W. D. Howe is secretary of the company, O. D. Howe is treasurer and John Howe is president. W. D. Howe is also general manager, while O. D. Howe is manager of the plant.

A. M. Richardson Lumber Co.
Chicago Mill & Lumber Co.
Theo. Fathauer Co.

I. V. Stimson Hardwood Co.
Penrod-Jurden Company
Rex Hoop Co.

Howe Lumber Co.
Archer Lumber Co.
Van Briggie Veneer Co.

Double Band Mill For Sale Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

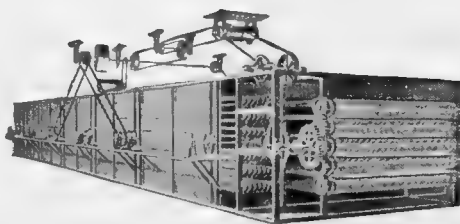
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 28)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 46)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

(*See page 47)
Write for List and Prices
North Vernon Lumber Company
Manufacturer North Vernon, INDIANA

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Tchudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Not one of them possesses much value as a source of lumber, and only the Southern live oak is abundant.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, MISSOURI
Memphis, Tenn. Manufacturer

(*See page 47)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 39)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bel. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 56)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 45)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 56)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WAEN LUMBER CORPORATION
Raywood, W. Va.

(*See page 12)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bel. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FABRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 43)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, IND. Band Mill: JACKSON, TENN.
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana *

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY.
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 38)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer, Blaisville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See page 2)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY.
Manufacturer, Middle Fork, W. VA.

All stock graded up to quality—kneaded down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Conway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

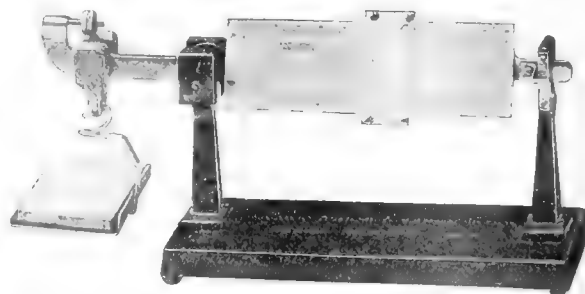
Pardee & Curtin Lumber Company
Sales Office—Clarkeburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Keminy Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

Grand Rapids Lumber Tester



Test Your Lumber for Moisture Content:

1. When you buy it, to be sure you are getting what you want.
2. When you put in your kiln, to see how long it should dry.
3. When you empty your kiln, to insure properly dried lumber.

Don't Guess at It. Guessing Is a Poor Game

So simple anyone can use it.

Is direct reading.

Requires no figuring or computations.

No charts or rollers to bother with.

Equally applicable to testing any material for moisture content.

Accurately made, graduated to metric system, and can be used for ordinary weighing.

Designed and manufactured for the

GRAND RAPIDS VAPOR KILN

Made by

Grand Rapids Veneer Works

Grand Rapids, Michigan

Seattle, Washington



A floor to adore

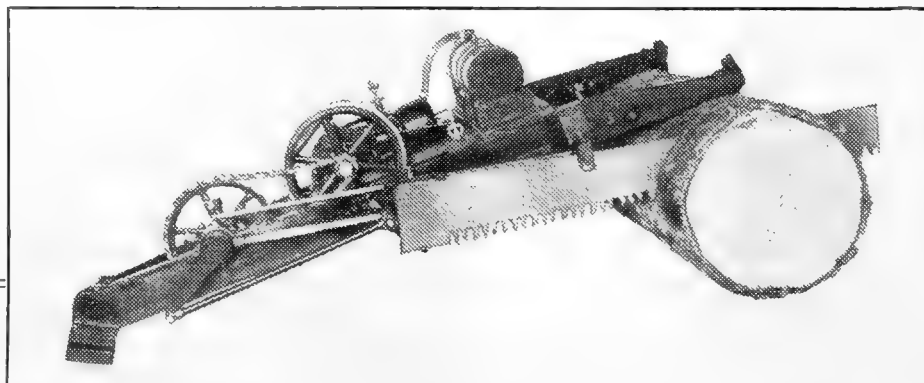
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw was advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY

General Distributing Agents
Atlanta, Ga. Memphis, Tenn. New Orleans, La.

GENERAL SELLING AGENTS

MEMPHIS, TENN.

J. C. PENNOYER CO.

Selling Agents, 226 La Salle Street, Chicago
Exchange Bldg, Memphis, Tenn.
Gassaway, W. Va.

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Pecan Hickory

(Continued from last page)

Few woods are at a greater disadvantage than pecan when statistics are quoted. It makes no showing at all. So far as there are any figures to be found, they are so near nothing that they need not be quoted.

That condition is not due to the total lack of use of pecan. It is a matter of common knowledge that it is sawed into lumber in considerable quantities and of course somebody uses it. The trouble is, it goes along with hickory and is measured and counted as such, and that explains why it is not named in reports of mill output and factory use.

This is prima facie evidence that it gives satisfactory service for the most part. Were it not so, the time would have come long ago when the sawmills would have been forced to quit cutting the wood. No one claims that it is the equal of hickory in strength, stiffness, and toughness; but it is not so far beneath as many persons have supposed. Deficiency in toughness may be accepted as its worst defect, and in that property it is lacking only in comparison with some of its tough relatives in the hickory family. It measures above black ash in most of its qualities, being lighter, stronger, and more elastic. It is more elastic than white ash while falling less than two per cent below it in elasticity; but to make up for this, it is twelve pounds lighter per cubic foot than white ash.

Similar comparisons might be made with a number of other well known woods in common use, and pecan will stand well in every comparison. It is a wood which has not been accorded the credit it deserves.

MEMPHIS

ASH
10,000' 8 1/4" No. 1 Com.
BEECH
10,000' 8 1/4" Log Run.
10,000' 10 1/4" Log Run.
CYPRESS
9,000' 1 1/4" Shop & Btr.
10,000' 5 1/4" Shop & Btr.
5,000' 8 1/4" Shop & Btr.
6,000' 12 1/4" Shop & Btr.
ELM
1,000' 5 1/4" Log Run.
11,000' 10 1/4" No. 1 Com. & Btr.
RED GUM
15,000' 4 1/4" Com. & Btr.
15,000' 5 1/4" Com. & Btr.
25,000' 6 1/4" Com. & Btr.
SAP GUM
15,000' 1 1/4" Com. & Btr.
10,000' 5 1/4" Com. & Btr.
1,000' 6 1/4" Is & 2s.

QUARTERED RED GUM
10,000' 1 1/4" Com. & Btr.
2 cars 8 1/4" Com. & Btr.
PLAIN WHITE OAK
1,000' 8 1/4" Is & 2s.
PLAIN RED OAK
1,000' 1 1/4" Com. & Btr.
1,500' 5 1/4" Is & 2s.
1,000' 6 1/4" Is & 2s.
8,000' 8 1/4" Is & 2s.
50,000' 4 1/4" No. 1 Com.
4,000' 6 1/4" No. 1 Com.
57,000' 5 1/4" Log Run.
5,000' 8 1/4" Log Run.
POPLAR
15,000' 1 1/4" Com. & Btr.
15,000' 5 1/4" Com. & Btr.
50,000' 8 1/4" Com. & Btr.
100,000' 8 1/4" No. 2 Com.
3,000' 10 1/4" No. 2 Com.
2,000' 12 1/4" No. 2 Com.
10,000' 16 1/4" No. 2 Com.

Regular Widths and Lengths

COTTONWOOD
30,000' 8 1/4" Is & 2s, 9 mo. dry
10,000' 12 1/4" Is & 2s, 9 mo. dry
100,000' 4 1/4" No. 1 Com., 6 mo. dry
100,000' 4 1/4" No. 2 Com., 6 mo. dry
RED GUM
25,000' 1 1/4" Is & 2s, 9 mo. dry
12,000' 4 1/4" Is & 2s, 10 1/2", 12 mo. dry
50,000' 4 1/4" No. 1 Com., 8 mo. dry
15,000' 5 1/4" Is & 2s, 14 mo. dry
30,000' 6 1/4" No. 1 Com., 14 mo. dry
SAP GUM
12,000' 4 1/4" Box Bds., 8-12", 11 mo. dry
40,000' 4 1/4" Box Bds., 13-17", 11 mo. dry
100,000' 4 1/4" Nos. 1 & 2 Com., 6 mo. dry
50,000' 6 1/4" Is & 2s, 14 mo. dry
30,000' 4 1/4" Is & 2s, 6 mo. dry
SOFT ELM
75,000' 4 1/4" No. 2 Com. & Btr., 7 mo. dry
75,000' 6 1/4" No. 2 Com. & Btr., 9 mo. dry
15,000' 8 1/4" No. 2 Com. & Btr., 9 mo. dry
30,000' 12 1/4" No. 2 Com. & Btr., 14 mo. dry
SYCAMORE
9,000' 10 1/4" No. 2 Com. & Btr., 13 mo. dry

WELSH LUMBER COMPANY

QUARTERED WHITE OAK
15,000' 4 1/4" Select.
29,000' 3 8/8" No. 1 Com.
QUARTERED RED OAK
13,000' 4 1/4" No. 1 Com.
8,000' 5 1/4" No. 1 Com.
8,000' 4 1/4" No. 2 Com.
PLAIN RED OAK
43,000' 4 1/4" FAS.
27,000' 5 1/4" FAS.
8,000' 6 1/4" FAS.
8,000' 3 8/8" No. 1 Com.
198,000' 4 1/4" No. 1 Com.
85,000' 6 1/4" No. 1 Com.
76,000' 4 1/4" No. 2 Com.
170,000' 4 1/4" No. 3 Com.
12,000' 12 1/4" FAS.
50,000' 12 1/4" No. 1 Com.
ELM
18,000' 4 1/4" Log Run.
71,000' 6 1/4" Log Run.
63,000' 8 1/4" Log Run.

329,000' 12 1/4" Log Run.
157,000' 16 1/4" Log Run.
COTTONWOOD
150,000' 4 1/4" No. 1 and No. 2 Com.
12,000' 4 1/4" No. 1 Com., 12" up.
ASH
13,000' 4 1/4" No. 2 Com. & Btr.
18,000' 8 1/4" No. 2 Com. & Btr.
39,000' 6 1/4" No. 3 Com.
MAPLE
14,000' 16 1/4" Log Run.
QTD. BLACK GUM
13,000' 4 1/4" FAS.
HICKORY
16,000' 8 1/4" No. 2 & Btr.
15,000' 12 1/4" No. 2 & Btr.
QUARTERED SYCAMORE
14,000' 4 1/4" Log Run.
CYPRESS
25,000' 8 1/4" Selects.
20,000' 12 1/4" Selects.
80,000' 4 1/4" Shop.
125,000' 8 1/4" Shop.

Stimson Veneer & Lbr. Co.

Regular Widths and Lengths, 7 Months' Dry

SAP GUM
100,000' 4 1/4" Box Bds., 9-12"
130,000' 4 1/4" Box Bds., 13-17"
100,000' 4 1/4" FAS.
50,000' 4 1/4" No. 1 Com.
100,000' 4 1/4" No. 2 Com.
PLAIN RED GUM
65,000' 4 1/4" FAS.
195,000' 4 1/4" No. 1 Com.
1,500' 8 1/4" FAS.
4,500' 8 1/4" No. 1 Com.
QUARTERED RED GUM
10,000' 4 1/4" FAS.
4,000' 5 1/4" FAS.
2,000' 6 1/4" FAS.
15,000' 5 1/4" FAS, 12 mos. dry
31,000' 4 1/4" No. 1 Com.
16,000' 5 1/4" No. 1 Com.
500' 6 1/4" No. 1 Com.
17,600' 8 1/4" No. 1 Com., 12 mos. dry

COTTONWOOD
80,000' 4 1/4" FAS.
PLAIN OAK
11,500' 5 1/4" FAS.
6,000' 8 1/4" FAS.
25,000' 10 1/4" FAS.
13,000' 12 1/4" FAS.
22,000' 4 1/4" No. 1 Com.
22,500' 5 1/4" No. 1 Com.
6,000' 8 1/4" No. 1 Com.
75,000' 10 1/4" No. 1 Com.
39,000' 12 1/4" No. 1 Com.
18,000' 4 1/4" No. 2 Com.
CYPRESS
19,000' 4 1/4" Shop & Btr.
26,000' 8 1/4" Shop & Btr.
MAPLE
25,000' 12 1/4" Log Run
ELM
15,000' 6 1/4" Log Run
22,000' 12 1/4" Log Run

BROWN LAND & LUMBER CO.

ASH
400' 4 1/4", 6-9", 8-10"
1,000' 4 1/4", 6-9", 12"
1,200' 4 1/4", 6-9", 14-16"
17,500' 1 1/4" 10" up, 8-10"
14,200' 4 1/4", 10" up, 12"
18,000' 4 1/4", 10" up, 14-16"
36,100' 5 1/4", 6-9", 8-10"
11,400' 5 1/4", 6-9", 12"
10,700' 5 1/4", 6-9", 11-10"
9,000' 5 1/4", 6-9", 8-16", Select
1,800' 5 1/4", 10" up, 8-12"
1,800' 5 1/4", 10" up, 14-16"
600' 5 1/4", 12" up, 8-12"
800' 5 1/4", 12" up, 11-16"
1,500' 6 1/4", 6-9", 8-10"
2,500' 6 1/4", 6-9", 12"
1,300' 6 1/4", 6-9", 14-16"
7,000' 6 1/4", 10" up, 8-12"
6,200' 6 1/4", 10" up, 14-16"
1,000' 6 1/4", 12" up, 14-16"
1,000' 6 1/4", 12" up, 14-16"
7,500' 8 1/4", 6-9", 8-10"

15,300' 8 1/4", 6-9", 12"
87,400' 8 1/4", 6-9", 14-16"
8,200' 8 1/4", 6-9", 8-16" Select
32,600' 8 1/4", 10" up, 8-12"
28,000' 8 1/4", 10" up, 14-16"
13,500' 8 1/4", 10" up, 8-16" Select
1,400' 8 1/4", 12" up, 8-12"
4,000' 8 1/4", 12" up, 14-16"
1,000' 10 1/4", 6-9", 8-12"
1,000' 10 1/4", 6-9", 14-16"
1,200' 10 1/4", 10" up, 8-12"
700' 10 1/4", 10" up, 14-16"
71,000' 12 1/4", 6" up, 8-12"
85,000' 12 1/4", 6" up, 14-16"
9,500' 12 1/4", 12" up, 8-12"
20,100' 12 1/4", 12" up, 14-16"
1,000' 14 1/4", 6" up, 8-16"
3,100' 16 1/4", 6" up, 8-12"
13,800' 16 1/4", 6" up, 14-16"
6,500' 16 1/4", 12" up, 8-12"
6,000' 16 1/4", 12" up, 14-16"
1,000' 20 1/4", 6" up, 8-16"
600' 24 1/4", 6" up, 8-16"

DUDLEY LUMBER CO., Inc.

GEO. C. EHEMANN & CO.

CYPRESS

150M ft. 4/4 Nos. 1 & 2
Com
100M ft. 4/4 No. 1 Shop
100M ft. 4/4 Select
30M ft. 4/4 FAS
75M ft. 8/4 Shop
75M ft. 8/4 Select
25M ft. 8/4 FAS
150M ft. 8/4 Nos. 1 & 2
Com.
20M ft. 12/4" Shop &
Better

THANE LUMBER CO.

Paepcke Leicht Lumber Co.

SPECIALTIES:
Cottonwood,
Red and Sap Gum,
Red and White Oak,
Cypress, Elm.

Manufacturers
Southern
Hardwoods

BAND MILLS:
Helena, Ark.
Blytheville, Ark.
Greenville, Miss.
Cairo, Ill.

General Offices

CONWAY BUILDING

CHICAGO, ILL.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM
1 car 8 1/4" Log Run
1 car 12 1/4" Log Run
1 car 16 1/4" Log Run
BLACK GUM
1 car 4 1/4" Log Run
PLAIN RED GUM
1 car 5 1/4" No. 1 Com.
QUARTERED RED GUM
1 car 5 1/4" No. 1 Com.
1 car 6 1/4" No. 1 Com.
1 car 8 1/4" FAS
1 car 8 1/4" No. 1 Com.
SAP GUM
1 car 4 1/4" FAS, 13" wide
1 car 4 1/4" Box Bds., 9 to 12" wide
1 car 4 1/4" Box Bds., 13 to 17" wide
PLAIN RED OAK
1 car 4 1/4" FAS
1 car 5 1/4" FAS
SOUND WORMY OAK
1 car 4 1/4" Com. & Btr.
QUARTERED WHITE OAK
1 car 4 1/4" No. 1 Com.

The Mossman Lumber Co.

MEMPHIS



Dry

SAP GUM	
150,000'	1s & 2s 5/4"
200,000'	No. 1 Com. 5/4"
150,000'	No. 1 Com. & B. 3/4"
RED GUM	
100,000'	1s & 2s 5/4"
100,000'	No. 1 Com. 5/4"
50,000'	1s & 2s 3/4"
50,000'	No. 1 Com. 3/4"
WILLOW	
100,000'	1s & 2s 4/4"
50,000'	No. 1 Com. 5/4"
ASH	
100,000'	No. 1 Com. 4/4"
15,000'	1s & 2s, 2x12" & up
30,000'	1s & 2s, 3x12" & up
30,000'	1s & 2s, 2 1/4"

35,000'	No. 2 Com. 5/4"
PLAIN RED OAK	
50,000'	No. 1 Com. 5/4"
PLAIN OAK	
40,000'	No. 1 C. & B. 16/4". green
COTTONWOOD	
200,000'	No. 1 Com. 5/4"
100,000'	1s & 2s 5/4"
100,000'	No. 1 Com. 5/4"
30,000'	Box Bds., 1x9" to 12"
CYPRESS	
40,000'	1s & 2s 3"
100,000'	No. 1 Shop 5/4"
50,000'	No. 1 Shop 4/4"
30,000'	Select 5/4"
50,000'	Select 4/4"

E. SONDHEIMER CO.

SAP GUM	
100,000'	FAS. 4/4"
50,000'	FAS. 5/4"
70,000'	FAS. 6/4"
PLAIN RED GUM	
150,000'	FAS. 4/4"
10,000'	FAS. 5/4"
10,000'	FAS. 6/4"
200,000'	No. 1 Com., 4/4"
65,000'	No. 1 Com., 5/4"
20,000'	No. 1 Com., 6/4"
QUARTERED RED GUM	
60,000'	No. 1 Com. & Btr., 4/4"
80,000'	No. 1 Com. & Btr., 5/4"
80,000'	No. 1 Com. & Btr., 6/4"
25,000'	FAS. 8/4"
90,000'	No. 1 Com., 8/4"
SAP, NO DEFECT	
100,000'	No. 1 Com. & Btr., 8/4"
COTTONWOOD	
110,000'	No. 1 & Panel, 4/4-18" up.
CYPRESS	
40,000'	FAS. 3/4"
20,000'	Selects, 4/4"
40,000'	Selects, 5/4"
40,000'	Selects, 6/4"
75,000'	Selects, 8/4"
30,000'	Shop & Btr., 10/4"
70,000'	Shop & Btr., 12/4"
60,000'	No. 1 Shop, 4/4"
70,000'	No. 1 Shop, 5/4"
50,000'	No. 1 Shop, 6/4"
25,000'	No. 1 Shop, 8/4"
27,000'	No. 1 Shop, 12/4"
200,000'	Pecky, 4/4"
22,000'	Pecky, 5/4"
20,000'	Pecky, 6/4"
23,000'	Pecky, 8/4"

ANDERSON-TULLY CO.

PLAIN RED OAK	
200,000'	5/4" Com. & Btr.
230,000'	6/4" Com. & Btr.
60,000'	8/4" Com. & Btr.
20,000'	10/4" Com. & Btr.
100,000'	12/4" Com. & Btr.
PLAIN WHITE OAK	
75,000'	6/4" Common
125,000'	8/4" Common
15,000'	12/4" Common
QUARTERED WHITE OAK	
50,000'	4/4" FAS
20,000'	6/4" FAS
50,000'	4/4" Common
50,000'	6/4" Common
ASH	
50,000'	12/4" Com. & Btr.
200,000'	5/4" Common
ELM	
200,000'	8/4" Log Run
25,000'	10/4" Log Run
50,000'	12/4" Log Run
PLAIN RED GUM	
150,000'	4/4" Com. & Btr.
250,000'	5/4" Com. & Btr.
300,000'	6/4" Com. & Btr.
QUARTERED SAP GUM	
200,000'	6/4" Com. & Btr.
200,000'	8/4" Com. & Btr.
100,000'	10/4" Com. & Btr.
100,000'	12/4" Com. & Btr.
QUARTERED RED GUM	
200,000'	6/4" Com. & Btr.
150,000'	8/4" Com. & Btr.
PLAIN SAP GUM	
150,000'	5/4" Com. & Btr.
300,000'	6/4" Com. & Btr.
150,000'	4/4" Common
200,000'	8/4" Com. & Btr.
600,000'	4/4" No. 2 Com.
125,000'	5/4" No. 2 Com.
GUM	
150,000'	Wide Box Boards
100,000'	Narrow Box Boards

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

All Stock Runs Regular Widths and Lengths

ASH	
70,000'	1/2" No. 1 Com.
ELM	
45,000'	6/4" No. 2 Com. & Btr.
100,000'	12/4" No. 2 Com. & Btr.
RED GUM	
20,000'	5/8" FAS.
25,000'	5/4" FAS.
30,000'	6/4" FAS.
65,000'	5/8" No. 1 Com.
42,000'	3/8" No. 1 Com.
50,000'	4/4" No. 1 Com.
70,000'	5/4" No. 1 Com.
17,000'	6/4" No. 1 Com.
10,000'	8/4" No. 1 Com.
SAP GUM	
70,000'	1/2" FAS.
100,000'	5/8" FAS.
50,000'	4/4" FAS.
14,000'	3/4" FAS.
100,000'	4/4" Box Boards, 13 to 17".
SOS	
15,000'	SOS to 13/16" Box Boards 13 to 17"
16,000'	1/2" No. 1 Com.
15,000'	5/8" No. 1 Com.
100,000'	4/4" No. 1 Com.
CYPRESS	
37,000'	4/4" 1s & 2s.
40,000'	4/4" Selects.
45,000'	4/4" Shop.
TUPELO	
40,000'	4/4" 1s & 2s.
15,000'	4/4" Box Boards 13 to 17".
HICKORY	
20,000'	6/4" No. 3 Com.
OAK	
140,000'	4/4" Sound Wormy.
60,000'	4/4" No. 3 Com.
50,000'	8/4" No. 3 Com.
PLAIN OAK	
10,000'	2 3/4" Com. & Btr.

RUSSE & BURGESS, Inc.

KILN-DRIED LUMBER

Our dry kiln capacity of 200,000 feet per month is at your service

and

8,000,000 feet of air-dried lumber on sticks.

JAMES E. STARK & CO., Inc.

QUARTERED RED GUM	
30,000'	4 1/4" 1s & 2s
215,000'	4 1/4" No. 1 Com.
80,000'	4 1/4" 1s & 2s
255,000'	5 1/4" No. 1 Com.
38,000'	6 1/4" 1s & 2s
148,000'	6 1/4" No. 1 Com.
55,000'	8/4" 1s & 2s
31,000'	8/4" No. 1 Com.
18,000'	10 1/4" 1s & 2s
8,000'	10 1/4" No. 1 Com.
5,000'	12 1/4" 1s & 2s
PLAIN RED GUM	
50,000'	4 1/4" 1s & 2s
20,000'	4/4" No. 1 Com.
40,000'	5 1/4" 1s & 2s
QUARTERED SAP GUM	
162,000'	5 1/4" No. 1 Com.
71,000'	6 1/4" 1s & 2s
80,000'	6/4" No. 1 Com.
25,000'	8/4" No. 1 Com.
QUARTERED SAP GUM	
30,000'	6/4" 1s & 2s
43,000'	6/4" No. 1 Com.
10,400'	8/4" No. 1 Com.
SAP GUM	
10,000'	4 1/4" 1s & 2s, 13" u
160,000'	4/4" No. 2 Com.
160,000'	5/4" No. 1 Com.
315,000'	6/4" No. 1 Com.
120,000'	8 1/4" 1s & 2s
115,000'	8/4" No. 1 Com.

BELLGRADE LUMBER CO.

DO YOU WANT IT?

ASH	
15,000'	4 1/4" 1s & 2s, 16" & wider
15,000'	8/4" 1s & 2s, 6 to 10"
25,000'	6/4" 1s & 2s, 30 to 35% 10" & wider
25,000'	6/4" No. 1 Com., 25 to 30% 10" & wider
35,000'	5/4" 1s & 2s, 20 to 25% 10" & wider
75,000'	5/4" No. 1 Com., 10 to 15% 10" & wider
20,000'	4/4" No. 1 Com. & Btr.
CYPRESS	
1 car	3/4" 1s & 2s, 65 to 70% 12" & wider
1 car	8/4" Selects
2 cars	5/4" 1s & 2s, 65 to 70% 12" & wider
2 cars	5/4" Selects
2 cars	5/4" No. 1 Shop
1 car	4 1/4" 1s & 2s
1 car	4/4" Selects
2 cars	1/4" No. 1 Shop
1 car	3/4" No. 1 Shop & Btr.

The Kraetzer-Cured Lumber Co.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM	
200,000'	5/8" No. 1 Com. & Btr.
45,000'	4/4" Box Bds., 13 to 17"
60,000'	4/4" Box Bds., 9 to 12"
90,000'	4/4" 1&2, 13 to 17"
150,000'	4/4" 1&2, 6 to 12"
150,000'	4/4" No. 1 Com.
250,000'	4/4" No. 2 Com.
250,000'	5/4" Nos. 1 & 2 Com.
QUARTERED SAP GUM	
200,000'	5/4" No. 1 Com. & Btr.
PLAIN RED GUM	
100,000'	5/8" No. 1 Com.
75,000'	4/4" 1&2
30,000'	5/4" No. 1 Com.
15,000'	8/4" No. 1 Com. & Btr.
QUARTERED RED GUM	
150,000'	4/4" No. 1 Com. & Btr.
30,000'	4/4" No. 1 Com. & Btr.
30,000'	5/4" No. 1 Com. & Btr.
15,000'	6/4" No. 1 Com. & Btr.
SOFT MAPLE	
40,000'	8/4" Log Run
30,000'	10/4" No. 1 Com. & Btr.
PLAIN RED OAK	
15,000'	4/4" 1&2
50,000'	5/4" 1&2
50,000'	5/4" No. 1 Com.
30,000'	6/4" No. 1 Com.
30,000'	4/4" No. 1 Com. & Btr.
45,000'	6/4" No. 1 Com.
45,000'	10/4" No. 1 Com. & Btr.
PLAIN WHITE OAK	
75,000'	4/4" No. 1 Com. & Btr.
30,000'	6/4" No. 1 Com. & Btr.
15,000'	8/4" No. 1 Com. & Btr.
SOFT ELM	
75,000'	6/4" Log Run
45,000'	12/4" Log Run
50,000'	10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.



This Stock Is Dry and Runs in Regular Widths and Lengths

ASH	
50,000' 4/4" No. 1 Com. & Btr.	
230,000' 8/4" No. 1 Com. & Btr.	
3,000' 10/4" No. 1 Com. & Btr.	
9,000' 12/4" No. 1 Com. & Btr.	
75,000' 4/4" No. 2 Com. & Btr.	
30,000' 12/4" Log Run	
MAPLE	
30,000' 12/4" Log Run	
10,000' 8/4" Log Run	
PLAIN RED GUM	
15,000' 4/4" FAS	
250,000' 4/4" No. 1 Com.	
35,000' 5/4" No. 1 Com.	
QUARTERED RED GUM	
40,000' 4/4" No. 1 Com.	
CYPRESS	
40,000' 4/4" Log Run	
6,000' 5/4" Log Run	
3,000' 6/4" Log Run	
9,000' 8/4" Log Run	
HONEY LOCUST	
10,000' 4/4" Log Run	
SAP GUM	
20,000' 4/4" FAS	
66,000' 4/4" No. 1 Com.	
214,000' 4/4" No. 2 Com.	
104,000' 4/4" No. 3 Com.	
30,000' 4/4" Box Boards, 8 to 12"	
40,000' 4/4" Box Boards, 13 to 18"	
18,000' 5/4" FAS	
105,000' 5/4" No. 1 Com.	
10,000' 6/4" FAS	
15,000' 6/4" No. 1 Com.	
PLAIN WHITE OAK	
25,000' 5/4" No. 1 Com. & Btr.	
65,000' 6/4" No. 1 Com. & Btr.	
23,000' 8/4" No. 1 Com. & Btr.	
66,000' 12/4" No. 1 Com. & Btr.	
PLAIN RED OAK	
125,000' 5/4" No. 1 Com. & Btr.	
100,000' 6/4" No. 1 Com. & Btr.	

PENROD-JURDEN COMPANY

ASH	
1 car 4/4" 1s & 2s, 6 to 9"	
3 cars 5/4" 1s & 2s, 6 to 9"	
2 cars 5 1/2" 1s & 2s, 6 to 9", all 8 to 10"	
1 car 6 1/4" 1s & 2s, 6 to 9"	
7 cars 8/4" 1s & 2s	
1 car 10/4" 1s & 2s	
2 cars 12/4" 1s & 2s	
1 car 16/4" 1s & 2s	
1 car 8/4x10" up, 1s & 2s	
1 car 8/4x12" up, 1s & 2s	
1 car 10/4x10" up, 1s & 2s	
1 car 12/4x10" up, 1s & 2s	
1 car 10/4x12" up, 1s & 2s	
1 car 5/4" Select Com.	
1 car 6/4" Select Com.	
1 car 8/4" Select Com.	
4 cars 5/4" No. 1 Com.	
2 cars 6/4" No. 1 Com.	
10 cars 8/4" No. 1 Com.	
2 cars 10/4" No. 1 Com.	
1 car 12/4" No. 1 Com.	
1 car 6/4" No. 2 Com.	
1 car 8/4" No. 2 Com.	
1 car 10/4" No. 2 Com.	
1 car 12/4" No. 2 Com.	
1 car 8/4" 1 Face Clear, Shorts	
1 car 10/4" 1 Face Clear, Shorts	
1 car 12/4" 1 Face Clear, Shorts	
1 car 5/4x3" to 5 1/2", 1 Face Clear.	
Strips	
1 car 5/4" Sound Wormy	

Thompson-Katz Lumber Co.

PLAIN WHITE OAK	
15,000' 4/4 1st & 2nds	
50,000' 4/4 No. 1 Com.	
20,000' 4/4 No. 2 Com.	
30,000' 5/4 No. 1 Com.	
12,000' 5/4 No. 2 Com.	
18,000' 6/4 No. 2 Com.	
PLAIN RED OAK	
30,000' 4/4 1st & 2nds	
70,000' 4/4 No. 1 Com.	
40,000' 4/4 No. 2 Com.	
PLAIN MIXED OAK	
40,000' 4/4 Sound Wormy	
60,000' 4/4 No. 3 Com.	
30,000' 6/4 No. 3 Com.	
QUARTERED RED GUM	
200,000' 8/4 No. 1 Com. & Btr.	
30,000' 4/4 No. 1 Com.	
QUARTERED SAP GUM	
150,000' 8/4 No. 1 Com. & Btr.	
PLAIN RED GUM	
30,000' 4/4 1st & 2nds	
15,000' 4/4 No. 1 Com.	
30,000' 6/4 No. 1 Com.	
SAP GUM	
30,000' Wide Box Boards	
50,000' Narrow Box Boards	
200,000' 4/4 1st & 2nds	
250,000' 4/4 Nos. 1 & 2 Com.	
100,000' 5/4 1st & 2nds	
140,000' 5/4 Nos. 1 & 2 Com.	
30,000' 6/4 1st & 2nds	
95,000' 6/4 Nos. 1 & 2 Com.	
MISCELLANEOUS	
75,000' 6/4 No. 1 Com. & Btr. Elm	
25,000' 6/4 Nos. 2 & 3 Com. Elm	
15,000' 4/4 Log Run Locust	
45,000' 4/4 Log Run Sycamore	
30,000' 4/4 9" to 12" Cottonwood	
Box Boards	
15,000' 8/4 & 10/4 Shop & Btr.	
Cypress	

BROWN & HACKNEY, Inc.

ELM	
15,000' 4/4" Log Run	
100,000' 12/4" Log Run	
PLAIN RED GUM	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
17,000' 6/4" No. 1 Com. & Btr.	
QUARTERED RED GUM	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
30,000' 6/4" No. 1 Com. & Btr.	
PLAIN GUM	
25,000' 5/8" FAS	
50,000' 5/8" Log Run	
SAP GUM	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
30,000' 4/4" No. 2 Com.	
60,000' 4/4" Box Bds., 9 to 12"	
100,000' 4/4" Box Bds., 13 to 17"	
30,000' 4/4" FAS, 13" & up	
HICKORY	
26,000' 12/4" No. 2 Com. & Btr.	
PLAIN RED OAK	
15,000' 4/4" FAS, 8 to 10"	
45,000' 4/4" FAS	
40,000' 4/4" No. 1 Com.	
75,000' 6/4" No. 1 Com. & Btr.	
PLAIN WHITE OAK	
27,000' 4/4" FAS	
82,000' 4/4" No. 1 Com.	
15,000' 5/4" No. 1 Com. & Btr.	
15,000' 10/4" FAS	
15,000' 12/4" FAS	
15,000' 16/4" FAS	
PLAIN WHITE AND RED OAK	
100,000' 10/4" No. 1 Com. & Btr.	
300,000' 12/4" No. 1 Com. & Btr.	

Ferguson & Palmer Co.

SAP GUM	
35,000' 4/4" Panel, 18" & up	
100,000' 4/4" Box Boards, 13 to 17"	
200,000' 4/4" Box Boards, 7 to 12"	
100,000' 4/4" FAS, 13 to 17"	
150,000' 4/4" FAS, 6 to 12"	
200,000' 4/4" No. 1 Com.	
25,000' 5/4" No. 1 Com.	
150,000' 6/4" No. 1 Com.	
25,000' 8/4" No. 1 Com.	
SELECTED RED GUM	
250,000' 4/4" FAS	
300,000' 4/4" No. 1 Com.	
25,000' 5/4" FAS	
50,000' 5/4" No. 1 Com.	
60,000' 6/4" FAS	
150,000' 6/4" No. 1 Com.	
40,000' 8/4" No. 1 Com.	
QUARTERED RED GUM	
100,000' 4/4" FAS	
150,000' 4/4" No. 1 Com.	
15,000' 5/4" FAS	
40,000' 5/4" No. 1 Com.	
15,000' 6/4" FAS	
20,000' 6/4" No. 1 Com.	
35,000' 6/4" Log Run	
50,000' 8/4" Log Run	
25,000' 10/4" Log Run	
PECAN	
35,000' 8/4" Log Run	

GEO. C. BROWN & CO.

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH
CYPRESS, TUPELO, COTTONWOOD
GUM, SYCAMORE, ELM, MAPLE
MEMPHIS BAND MILL CO.
MANUFACTURERS

SAP GUM	
5 cars 1" FAS	
3 cars 5/4" FAS	
5 cars 6/4" FAS	
7 cars 4/4" Box Boards, 9 to 12	
12 cars 4/4" 13 to 17" Box Boards	
RED GUM	
5 cars 13/17" FAS	
2 cars 5/4" FAS	
2 cars 6/4" FAS	
5 cars 4/4" No. 1 Com.	
1 car 5/4" No. 1 Com.	
8 cars 6/4" No. 1 Com.	
QUARTERED SAP GUM	
4 cars 8/4" No. 1 Com. & Btr.	
1 car 10/4" No. 1 Com. & Btr.	
2 cars 12/4" No. 1 Com. & Btr.	
PLAIN RED OAK	
5 cars 4/4" FAS	
1 car 5/4" FAS	
1 car 6/4" FAS	
8 cars 4/4" No. 1 Com.	
2 cars 5/4" No. 1 Com.	
2 cars 6/4" No. 1 Com.	
6 cars 4/4" No. 2 Com.	
1 car 5/4" No. 2 Com.	
PLAIN WHITE OAK	
10 cars 4/4" No. 1 Com. & Btr.	
3 cars 5/4" No. 1 Com. & Btr.	
2 cars 6/4" No. 1 Com. & Btr.	
3 cars 4/4" No. 2 Com.	
1 car 6/4" No. 3 Com.	
10 cars 6/4" No. 3 Com.	
ELM	
4 cars 5/4" Log Run	
2 cars 6/4" Log Run	
2 cars 8/4" Log Run	
2 cars 10/4" Log Run	
4 cars 12/4" Log Run	

J. H. BONNER & SONS

POPLAR	
35,000' 1" Nos. 1 & 2 Com.	
28,000' 1 1/2" Nos. 1 & 2 Com.	
15,000' 1 1/2" Nos. 1 & 2 Com.	
28,000' 2" No. 2 Com.	
16,000' 4" No. 1 Com. & FAS	
ELM	
12,000' 1 1/2" Log Run	
27,000' 3" Log Run	
QUARTERED RED GUM	
14,000' 1 1/2" No. 1 Com. & FAS	
41,000' 2" FAS	
15,000' 2" No. 1 Com.	
PLAIN RED GUM	
12,000' 1" FAS	
46,000' 1" No. 1 Com.	
6,000' 1 1/2" Dog Boards	
9,000' 2" Dog Boards	
SAP GUM	
35,000' 1x13-17" Box Boards	
24,000' 1x8-12" Box Boards	
75,000' 1" FAS	
15,000' 1" No. 1 Com.	
16,000' 1" No. 2 Com.	
PLAIN OAK	
195,000' 1" No. 2 Com. & Btr.	
45,000' 1 1/4" No. 2 Com. & Btr.	
48,000' 1 1/2" No. 2 Com. & Btr.	
58,000' 2" No. 2 Com. & Btr.	
85,000' 2 1/2" No. 2 Com. & Btr.	
52,000' 3" No. 2 Com. & Btr.	
48,000' 4" No. 2 Com. & Btr.	
135,000' 1", 1 1/4", 1 1/2" No. 3 Com.	
MISCELLANEOUS STOCK	
12,000' 2" Log Run Hickory	
27,000' 2 1/2" Log Run Maple	
4,000' 1" Log Run Walnut	
12,000' 1" Tenn. Red Cedar	

Goodlander-Robertson Lumber Co.



Atkins
SILVER STEEL
**S A W S
& KNIVES**

are helping to make the
UNITED STATES OF AMERICA safe for
DEMOCRACY, *INDUSTRIALLY.*
American Soldiers and our Allies
"Over There" have made the world safe
for DEMOCRACY, *POLITICALLY.*
INDUSTRIAL DEMOCRACY and *POLITICAL*
DEMOCRACY go hand in hand.
Tomorrow ~ the future ~ dawns.
Get ready for bigger business and
greater production by using
Atkins Saws and Knives
"THE FINEST ON EARTH"

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A NEW YEAR'S RESOLVE
*Let us as a nation
rejoice that we have helped
the world attain that
freedom which is
Humanity's birthright
even though as individuals
we may have suffered.*

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions	15
Problem of the Scrap Pile	15-16
Surprising Quantity of Timber	16
An Unpopular Stewardship	16

SPECIAL ARTICLES:

Important Announcements from Washington	17-19
Wagon Standardization Accomplished	19
Federal Taxation	19
Committee Down to Business	22-23
Validation of War Contracts	24
Meeting of Industrial Advisory Council	24
Hen Makes Some Observations on Hot Cauls	25-26
Veneer for Bee Keepers	26
Lumber and Veneer Compared	26
The Origin of Veneer Panels	26
Glue and Glue Substitutes in Germany	28
Birdseye Figure in Veneer	28
Ages Attained by Trees	34

CLUBS AND ASSOCIATIONS:

Lumber Traffic Bureau Established	19
Hardwood Traffic Men Meet	29-22
Lumber Club Installs Officers	23

MISCELLANEOUS

THE MAIL BAG	38
WITH THE TRADE	35-36 & 38
PERTINENT INFORMATION	39-42
HARDWOOD NEWS	42-47
HARDWOOD MARKETS	47-49
CLASSIFIED ADVERTISEMENTS	50
HARDWOODS FOR SALE	51-53 & 54
ADVERTISERS' DIRECTORY	52

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Hardwood Record

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Review and Outlook

General Market Conditions

THE HARDWOOD TRADE IS GOING INTO THE NEW YEAR with growing confidence, as it becomes clearer with each passing week that optimism is justified. Each order placed for hardwood products adds its mite to the accumulating proof of the wisdom of looking forward to good demand. There has been nothing in the past week or two which has caused any radical change in the situation except that there is increasing confidence and it is that factor which will count more in the coming months than anything else.

Fundamentally, and so far as business and industry at large are concerned, the outlook has every influence supporting it. The national viewpoint has come to take in the world at large and the prospects for world-wide commerce. This holds from the small business man up through the ranks of business and into the offices of men in charge of national affairs. With the whole business and administrative vision focused on the question of trade expansion, the results must come in satisfactory proportions and quick time.

It has been said by a ranking economist that the entire outcome of the period of readjustment will be dependent both as to the duration of that period and as to the satisfactory condition of the world when the period is completed, upon the ability of the nations to get in touch with buyers and their needs. Inasmuch as the world is pretty thoroughly organized to this end, and as much real progress has been made in this country in the same direction, it is safe to assume that the prospects for an early and complete meeting of buyer and seller are good.

It is also interesting to know that leading prognosticators expect that building materials of all kinds will be in that group which will be most apt to hold the present markets. This view not only conforms to the history of those years immediately following the Civil War, but seems to be indicated by developments that have transpired so far since the end of the great war. It is becoming more evident each month that no prophecy as to prices can comprehend the movements of all commodities. Some groups are reversely affected by influences which tend toward the movement in one direction for other groups. Thus it is not wise to follow the trend of prices on any leading material nor to consider that any one commodity is safe as a barometer for all other commodities. So in considering lumber tendencies the actual facts regarding supply and demand of lumber are the things to bear in mind rather than merely those other conditions possibly that certain wise men seem to think are absolute criterions for everything. If one will remember the situation surrounding stocks, which re-

main distinctly strong so far as any over production or accumulation goes, and will remember that the market is pretty well cleaned up on almost everything, and that there is very little chance of the producers catching up with the supply during the coming winter, there will be very little in the way of price-cutting and the buyers will come to a realization that in fairness to themselves they should not count on a waiting game necessarily insuring them better prices.

Problem of the Scrap Pile

THE SCRAP PILE furnishes one of the problems of the wood-working factory. Most manufacturers have made and are making honest efforts to prevent waste about their premises. Short boards and narrow strips that are useless for regular operations are used for other things where it can be done, or they are sold to others, if any buyer can be found.

It is often difficult to use scrap lumber or sell it, although advice to that effect is plentiful. It is much easier to preach than to practice. Some people suppose that because a manufactured article is small, like a shoe peg, toothpick, or clothespin, it can be profitably made from scraps and small pieces. It seems to be assumed that such scraps can be shoveled into a machine, and finished products will come out, and therefore woodworking factories ought to use their scraps, or ought to sell them to somebody who will use them.

It is a nice theory, but it falls down in practice. Most machines, which are made for working wood, are not designed to handle scraps, but full-sized lumber or logs. Such machines cannot do anything with odd, small sizes. Consequently, when a factory has scraps and small pieces on hand, they cannot be handled through the regular machines. The owner of the factory is opposed to throwing away stuff of that kind, but he can do nothing with it on his regular machines, and the quantity is too small to pay for installing new machines. It is cheaper to burn the scraps or throw them away. A large number of woodworking factories have the same experience exactly. In the absence of any buyer offering to purchase the odds and ends, nothing remains but to consign them to the waste heap or the furnace.

No one should imagine that the matter has not been properly and seriously considered by a great many factory owners. Not a wagonload is thrown away that can be profitably used. A spirit of wastefulness and carelessness does not prevail as a general thing; but circumstances must be recognized as they are.

Some years ago the United States Forest Service undertook, in

a systematic way, to find markets for such stuff as accumulates about factories because it could not be used there. It was believed that what one could not use, perhaps another could, and that a sort of clearing house might find markets for the refuse. A little success attended the efforts. A few lots of waste were sold, and a list of prospective users and probable sellers was compiled. It was an intelligent, well-planned effort to reduce wood waste in factories; but success was quite moderate. Presumably, the effort has been abandoned by the Forest Service, as nothing has been heard of it for some time.

In spite of discouragements and partial failures, some progress is being made toward lessening waste of wood in factories. One of the measures contributing to that end is the policy of buying lumber of the precise dimensions needed so that it can be cut up without many scraps being left over. That plan has its limitations and it cannot wholly dispense with waste. Each manufacturer makes a special study of his own factory and finds ways to save, which an outsider might never see.

HARDWOOD RECORD receives frequent letters from managers of factories asking where small pieces of certain sizes and shapes can be sold. It is usually impossible to give a specific answer, but this paper pursues the policy of suggesting articles that might be made of such sizes, and of the kinds of wood listed, and occasionally by that means markets are found. But no one should imagine that there is any sure and easy way of finding markets for odds and ends of factory offal. The problem is worth thought and care, but its solution has not yet been wholly worked out.

Surprising Quantity of Timber

ACCORDING TO A VERY ANCIENT STORY, there was once a meal barrel which was never quite empty, no matter how much was taken out. Forest resources are a counterpart of the meal barrel. Two hundred years or more ago an officer of the British admiralty sounded a warning that the forests of our Atlantic coast were approaching exhaustion; and one hundred and seventy-five years ago Benjamin Franklin repeated the warning, so far as Pennsylvania was concerned. More than one hundred years ago the United States navy prepared to plant live oaks for future ship timber; and warning after warning of the same kind has been repeated at intervals since. The cry was heard a few years ago that black walnut was practically a thing of the past; and a similar prediction concerning white pine has been heard constantly during the last thirty or forty years.

In all of these cases it has turned out that the predictions were too pessimistic. Some timber has always been forthcoming when wanted. Black walnut, which was supposed to have been exhausted nearly forty years ago when the big run was made on it by furniture makers, proved to exist in sufficient quantities to furnish gunstocks and airplanes for ourselves and our allies during the late war, and that was the heaviest demand made on walnut in all past history. It is not yet exhausted, and somebody has said that a similar drain would not have wholly exhausted the walnut supply had the war continued five years more.

A surprise now seems due us from France. We might have expected that the lumbering during the past four years would have laid France bare of trees; but the claim is now being put forward that France has enough timber left to take care of its own reconstruction needs, and that it will not be under the necessity of going outside its own borders for any. If that is true, it will come as a surprise to many persons who supposed that France was sacrificing the last of its woodlands in a desperate struggle to beat the foe back.

When the war began, England and Scotland were not supposed to possess timber resources of any consequence. Those countries had shade and park trees, but these were about the limit. Yet millions on millions of feet of timber were cut in England and Scotland, and surprise at the quantities furnished was universal. Nobody seemed to know just from where it all came.

No less an authority than Joseph G. Cannon, for years the vigorous speaker of the House of Representatives, has been quoted as saying that Indiana now has more timber than it had when he was a boy, seventy years ago. There probably is not more, but he has a better understanding of the matter, and it seems to him there is more. However, there are persons who are confident that Virginia has more timber now than it had seventy years ago, and that is true of some of the lodgepole pine regions west of the Rocky mountains, and of paper birch in the northern and north-eastern states, and of mesquite in Texas.

One trouble in arriving at timber stand by guess work is that so many persons are poor guessers, yet their guesses may be accepted by somebody as correct. One case to the point will illustrate. Not long ago a lumber company bought the timber in a boundary lying on the border of Maryland and West Virginia. One farmer with a little tract of timber above his field refused to sell or set a price. Not that he was holding out for a higher figure, but he wanted to "show the corporations that there was something they could not buy, etc." Finally, he lost his temper when they continued to try to buy the few acres; and, thinking to silence them, once for all, by naming a price which he knew no sane man would pay, he replied:

"Put up or shut up. You can have that timber for fifty dollars, and not a cent less. Decide now what you will do. Take it or let it alone."

The buyer said he would take it, and the farmer lost his breath; but he lost it again afterwards when he found that the company had cut \$2,200 worth of timber on the tract.

The moral is that many people don't know how to estimate timber, or even guess at it. That is why there is often so much timber in places where there is supposed to be but little.

An Unpopular Stewardship

NO VOICE IS HEARD these days demanding that the management of railroads by the government be continued. The experiment that was tried as a war measure did not achieve enough success to create a demand that the same experiment continue as a peace policy. The inconveniences and failures, such as they were, escaped criticism while the war continued, because the people were reconciled to suffer some hardships for the country's good; but the attitude may be expected to change rapidly if the same management continues to manage in the same way. Poorer service at greater cost is not popular.

It is going to be harder to get back to the old method of railroading than it was to get away from it. One of the hard parts in reestablishing railroading as it was, will be to secure experienced help in place of that thrown out and dispersed when the government took over the railroads. The services of thousands of trained men were dispensed with, and these people have found places elsewhere, and few of them will go back to the railroads again. New men will have to be trained before the old order will again work smoothly. It will take time.

Some people used to think they wanted a different kind of railroading from what they had; but now, after the experience with government control, they will be pretty well satisfied to get the old kind back. It may be taken for granted that advocates of government ownership of railroads will not find much sympathy for some time to come.

The latest suggestion from those supposed to be in the confidence of the railroad administration is that the government will need about five years to accomplish its let-go in good style, and some law making will be necessary if the best results are to follow. Is there not a shorter way out? Five years is a long time.

More than 250 different sizes, kinds, and patterns of brush handles are in use. Factories in the business of making them are prepared to turn out new styles according to order. In size handles range from that intended for a cant hook, which is about the largest in regular use, down to that for the button hook, the smallest.

Important Announcements from Washington

By H. C. Hallam

Surplus furniture not required for abandoned housing projects of the government is to be disposed of on a considerable scale. Some has already been sold to the trade, and more will probably be sold, but a definite policy controlling its disposition has not yet been worked out by the operating division of the United States Housing Corporation. Preparatory to the execution of such a policy an inventory of housing furniture not now needed is being made.

One method of disposing of surplus government materials is indicated by the following statement issued by the commission for relief in Belgium:

In order to remedy this situation to some extent the commission for relief in Belgium has obtained the services of one hundred and fifty volunteers from the American navy, and is taking over a large amount of second-hand barrack material from the navy and army. Those barracks are in course of erection adjacent to the destroyed villages, under the superintendence of the navy volunteers.

The War Service Committee of the Millwork Industry is expected to close its Washington office soon. George Hicks, chairman of the Southern pine war service committee, is understood to have resigned. The joint office of the Southern pine and Georgia-Florida emergency bureaus have decided to remain open in Washington for another month.

About sixty per cent of the projects of the housing bureau have been abandoned, states Robert Watson, assistant to the secretary of labor and assigned to duty with the bureau. There is a hearing scheduled before the house committee on public buildings and grounds on the resolution for abandoning all government housing projects not seventy-five per cent completed.

Organizing for Export Trade

With the purpose of engaging in export trade in office equipment, the Globe-Wernicke Company, Cincinnati; The B. L. Marble Chair Company, Bedford, Ohio, and the Commercial Furniture Company, Chicago, have filed with the Federal Trade Commission a statement of their combination under the Webb export law. The statement sets forth that the concerns will appoint a joint representative to be the manager of their association which shall be known as the United States Office Equipment Export Association. Necessary funds for putting the enterprise into operation, the statement says, are to be contributed as follows: Globe-Wernicke, \$10,000; Marble Company, \$5,000, and Commercial, \$5,000.

All foreign business of the three concerns, except Canadian, shall go through the association; the costs of carrying on which shall be pro-rated among the three on the basis of volume of sales of each party through the association. Bad debts will be treated as joint expense.

The manager will have no authority to contract debts for the association, but shall have authority to act "in all matters pertaining to prices and terms, also endorsing for discount or collection drafts, notes, checks, etc., in favor of the association and to pay the necessary expenses of operation and shall carry on a bank account for these purposes."

Most active in preparing for the foreign trade is the National Bureau of Wholesale Lumber Distributors, which proposes to form a subsidiary corporation to engage in the export business. A meeting of subscribers to the proposed corporation has been called for Philadelphia at the Bellevue-Stratford hotel on January 10.

Domestic Trade Activities

For the domestic trade the wholesalers' bureau has been selecting a committee on trade relations of fifty members to study local conditions and report on them and on the relation of other branches of the lumber industry to the wholesalers cult, to watch for things adverse to the wholesalers, etc. It is also creating a committee on arbitration and inspection to settle disputes between the parties to

a transaction in which members of the wholesalers' bureau participate as to grades, quality, etc.; also a committee on costs and a committee on traffic.

The wholesalers' bureau has energetically protested in a letter from its secretary, C. W. Cantrell, to the railroad administration, and from J. E. Davies, its attorney, to John Skelton Williams, head of the railroad department of purchases, against the new plan of centralized purchasing of railroad and car material west of the Mississippi River, as being discriminatory, unfair, tending to create a monopoly, and otherwise undesirable.

The following instructions have been issued by the railroad administration regarding the purchase of hardwood railroad material:

The purchasing agent on each administration line should purchase all the hardwood he can on his own lines at the best prices obtainable.

If necessary to purchase on another line within his region, requisitions should be referred to regional purchasing committee for handling.

If necessary to purchase from another region requisitions should be referred by regional purchasing committee to the forest products section for allocation to an exporting region.

Each road will furnish a list of all producing mills along its line with information as to capacity, etc., to be forwarded by regional purchasing committee to the forest products section.

Regional purchasing committee will report bi-monthly prices paid within their region for switch ties, bridge ties, car and engine oak, and crossing plank.

Steps are being taken to issue uniform specifications and to act uniformly in the use of the grading rules.

Trade Restrictions Modified

Licenses will be issued freely for the exportation to Holland, Denmark, Sweden and Norway of household furnishings, certain furniture, musical instruments, phonographs, pianos, sewing machines, turners' wares of wood, walking sticks, and umbrellas.

It is also announced by the board that wooden baskets, bamboo, compositions of wood, etc., have been removed from lists of restricted imports Nos. 1 and 2 and that licenses will be issued freely for importing the same, when applications are otherwise in order, and when the shipments are from any primary or overseas market, beginning with this month.

Shellac and extracts for tanning, except chestnut and quebracho, also sumac, have been removed by the war trade board from the export conservation list.

A license has been issued by the British government permitting unlimited imports until March 1 of a large variety of sawmill and woodworking machinery.

The Wooden Ships

Wooden ships are expected to receive more attention in connection with investigations of war activities as a result of the adoption recently by the senate committee on commerce of Senator Nelson's resolutions asking the shipping board for full information about all its work since the shipbuilding program was undertaken. It calls specifically for information concerning reports that the building program has slowed up. Director General Piez of the fleet corporation testified before the committee that deliveries have slowed up so that the corporation can have time to learn whether peace conditions will bring about a change in the specifications of ships.

It is understood that Chairman Hurley of the shipping board is conferring in Paris on questions pertaining to the shipping situation, including the following phases: Whether the American merchant marine should be government or privately owned; whether there should be a system of American ship subsidies; whether the seamen's law should be amended, etc.

Official announcement is made at Washington that ships up to 4,000 tons deadweight capacity that have been requisitioned by

the shipping board will be required so far as military considerations permit. Most of the new transport ships were steel.

Owing to criticism of the wooden ships, special precautions are taken to prove their worth, among them being a twenty four hour test of sailing on the open sea. The former test was four hours. In case the ship is rejected by the American Bureau of Shipping and the United States Steamboat Inspection Service, the defects must be corrected at the expense of the contractor.

Building Matters

Secretary of War Baker favors the purchase of the army cantonment sites, which may cost \$12,000,000 (they being on leased ground), which would mean the maintenance of the great wooden cities and the continuance of a considerable demand for forest products for maintenance purpose, but it has also been decided by the War Department to quit work on ten army hospitals at Rochester, Cincinnati, Chicago, Cleveland, Camp Shelby, Miss.; Des Moines, and Nashville, Tenn., and also to abandon building and construction projects at Cleveland, American University, Washington, D. C.; Fort Omaha, Neb.; Chapman Field, Fla., and Camp Pike, Ark. The army will retain the new artillery proving ground at Aberdeen, Md., and the big gun manufacturing plant at Neville Island, Pa.

The promotion of building in the United States is planned by the secretary of labor, who has organized a special division in his department for the purpose. The division will use every effort to help building, will mobilize experts for the purpose, and will co-operate with building trades industrial organizations and seek to obtain financial assistance for those embarking upon building operations. The division will have the support of organized labor, which is trying to promote a building boom in order to prevent unemployment of labor.

Forty portable school houses have been contracted for by the District of Columbia authorities. They are expected to be ready for use by next month.

A hundred De Haviland airplanes have been returned by the postoffice department to the army as unsuited for mail carrying. They had previously been turned over by the army to the postal service in accordance with the provisions of a recent act of congress. The postoffice department wants to get its own airplanes for mail carrying at the expenditure of millions of dollars.

The railroad administration has established a bureau to give information to homeseekers as to opportunities for farming, etc., on cutover and other lands in the west and south. J. L. Edwards will have charge of the bureau.

Miscellaneous Matters

Price fixing in concert by the lumber industry or other industries is forbidden and beginning this month the department of justice will enforce the anti-trust law against it, it is said. During the period of hostilities the government virtually encouraged agreements within the industries establishing prices to the government and to the public.

The brief of Gen. L. C. Boyle, representing the lumber industry, that was filed with the senate finance committee seeking amendment of the revenue law so as to take better care of the industry under the income tax law in the matter of invested capital, value of stumpage, depletion, etc., bore some fruit, for although the bill as it passed the senate did not contain all the provisions wanted by the lumbermen, some of them think they got at least an even break. Their attention is now devoted to efforts to retain in the bill during its consideration in the conference committee the provisions they were successful in having inserted in the senate.

Director General of Railroads McAdoo in testifying before the senate interstate commerce committee in favor of his proposition that the railroads be retained under government control and operation for five years, said that the short lines should be a part of the national railroad system. It was brought out at the hearing that last year the railroads got only 14,000 new cars, whereas their needs were 100,000, but McAdoo said that increased efficiency in handling cars really made many more available for use.

By proclamation of the president, considerable changes have been

made in the areas of national forests, some of those in the West losing thousands of acres, and areas nearly as large were added to the forests in the Appalachian region.

Disposing of Government Surplus Lumber

On January 8 plans and policies were formulated at a meeting here for disposing of surplus lumber in the hands of the government. The meeting was attended by representatives of the government and of the lumber trade. Among the lumbermen attending the conference were George R. Hicks, Kansas City; Roland Parry, Washington, D. C.; D. J. Coit of the Georgia-Florida emergency bureau; Lynde Palmer, representing the West Coast Lumbermen's Association; C. I. Millard of the North Carolina Pine Association; Dr. Wilson Compton, National Lumber Manufacturers' Association; Mr. Nicholson, representing New England spruce interests; George Ward; Capt. G. M. Chambers; Major A. Mason Cooke, acting Director of Lumber, and A. L. Justus, member of his staff; J. W. Mallison, representing Pennsylvania hemlock; C. W. Cantwell, secretary of the wholesale lumber bureau; J. M. Gibbs and J. E. Hume of the North Carolina Pine Association; Roy H. Jones of the Northern Hemlock and Hardwood association, and Harry DeMuth of the Southern Pine Association.

It was decided at the conference that government officers in localities where the surplus is, should sell in lots up to 3,000,000 feet in any one district for cash at market prices. This will take care of the stocks at 420 government jobs, it is planned, quickly, which is believed to be best for the government and the industry.

The bulk of the 400,000,000 feet estimated aggregate government surplus is at twenty other jobs, as to which it is proposed the Southern Pine, Georgia-Florida and North Carolina associations shall evolve a plan and report details of it by January 18 for some agency of theirs to dispose of the big lots of more than 3,000,000 feet each.

It is planned to sell the large lots after joint inspection by government and trade organization representatives, and it is understood that customary commercial practices shall govern such sales. There are big lots at West Point, Ky.; Fayetteville, N. C.; Gilmer-ton and other places.

The sooner the government surplus lumber stocks are cleared out of the way the better it will be for government and trade, was the opinion expressed at the conference. Government officers made it clear that they wanted to get busy and unload their surplus. It was intimated that lumbermen need the government trade more than Uncle Sam needs the help of the industry.

If trade associations want to have a hand in distributing surplus government lumber in lots of less than 3,000,000 feet it was said they might have it. The government will endeavor to have lists of stock at big jobs ready by February 1.

It appears the government surplus is not what it was first estimated at. The emergency fleet corporation, for instance, which had 70,000,000 feet surplus, according to reports some time ago, now has none and will need more lumber. Some of its timbers, perhaps 45,000,000 feet in the South and East, are described as not up to grade, owing to deterioration, and it is planned to use them after resorting and resawing, for building dry-docks, marine railways and barges. The fleet corporation has about 100,000,000 feet on the Pacific coast of which sixty per cent is in the hands of lumbermen and loggers. The housing bureau has not more than 10,000,000 feet surplus.

That the surplus walnut lumber stock of the government is a very small percentage of the total surplus lumber supply in the hands of Uncle Sam is the belief of men in Washington in touch with the negotiations for the disposition of surplus lumber. Surplus walnut will probably be handled separately from the general program and policy for the disposition of government lumber, is also the belief after conferring with officials on the subject.

There is not much millwork in government surplus stocks, according to information received by the war service committee of the millwork industry, which plans to close its Washington office about February 1. The surplus is represented by sash, doors and blinds

ordered for housing projects that have been dropped or canceled by the government, it is said. The millwork industry will not have to worry about a glut on the market of sash, doors and blinds from the army cantonments that it was feared for a while would be wrecked, if the policy of Secretary of War Baker to buy the cantonment sites for \$12,000,000 and maintain the cantonments, is finally adopted by the government.

Lumbermen in Washington are wrestling with a new embargo problem that has arisen as a result of orders to hold shipments to many eastern and southern ports and camps. The lumbermen are protesting through their bureaus against the enforcement of the orders on shipments duly accepted by the railroads, and especially against being held responsible for demurrage accruing on such held shipments that were sent in good faith by the mills.

The navy department bureau of supplies and accounts has issued calls for bids for furnishing miscellaneous lots of lignum-vitae, mahogany, white maple, domestic white live oak, yellow pine and New England spruce lumber for the Brooklyn navy yard. It also wants quotations on miscellaneous lots of cars for various navy yards.

M. E. Towner, head of the forest products section, central advisory purchasing committee, railroad administration, says that many western firms that protested against the new method of centralized purchasing of railroad material west of the Mississippi River have withdrawn their protests; that others stated that they did not know their names were signed to protesting telegrams; and that many protestants have and have had government railroad orders. He says that the administration's representative is getting the facts about the situation in the West and that if the present system of purchasing does not do justice to everybody a different method will be adopted that does insure justice.

Land Purchase Bill

Lumbermen are showing interest in a bill recently introduced by Representative Byrnes of South Carolina appropriating \$100,000,000 for the purchase, drainage, reclamation, irrigation, and development of waste, swamp, arid, cutover and other unutilized lands to provide employment and farms with improvements and equipment for returning soldiers. The bill is understood to be endorsed by Secretary of the Interior Lane, and it is reported the administration will seek to push it to passage at this session of congress. It provides that there shall be at least one land project undertaken in each state if feasible, and that the investigation and improvement of land shall be carried on under the direction of the secretary of the interior, and that the lands shall be disposed of under regulations by him with the idea that the government shall be reimbursed for its expenditures on purchase, improvement, development, equipment, etc., by the settler on the basis of forty years installment payment plan with four per cent interest on its investment.

Wagon Standardization Accomplished

The manufacturers of wagons and trucks throughout the country have agreed to adhere strictly to their plans covering the adoption of the fifty-six-inch track and thirty-eight-inch beds throughout the United States, and these standards will probably be adopted in Canada.

The conservation division of the war industries board approved the standardization program of the wagon and truck makers, which, of course, includes in addition to the track and box width, the height of wheels, oval edge tires, tire widths; but some fear was expressed that with the passing of the war industries board, manufacturers might resume the old, ruinous variety. But the wagon makers, through their department in the National Implement and Vehicle Association, immediately sent out an agreement form, which to date has been signed by over forty-five manufacturers, including every manufacturer of influence throughout the country without a single exception, and in the case of one concern doing business in all parts of the country, they have been making and shipping nothing but the new standard wagons for the past sixty days. Many plants began their manufacture with the new year.

In order to avoid unnecessary waste, it is understood that every

manufacturer would be permitted to sell wagons of the old pattern, which he had made up to December 31, and were on hand; consequently, it is likely that some of these wagons will appear for some time, but they will be followed by those of the new standard as the low stocks now in the hands of manufacturers are exhausted.

It will be apparent to those who consider what this movement means to the industry that the effects and benefits are far-reaching to all whose interests are involved. The manufacturer will find it necessary to tie up less capital in materials and manufactured stock. He will gain greatly in factory operations because of greater uniformity and as well in this distribution, because of it being possible to send the standard wagon throughout the entire country.

The dealer will share in these benefits, for in time the economies made will be reflected in prices, although in the beginning this will not be possible. The consumer will be furnished a wagon which will be standard in all its essential points, and should he determine to move from one part of the country to another, he will not have to sacrifice his wagon, for it will be standard where he is going. The matter of his securing repairs and extra parts without costly delays is another advantage, and it will be only a short time when the sizes of boxes, barrels and crates in which farm products are shipped will be adjusted to meet the standard wagon boxes.

The manufacturers who have joined in this movement will shortly issue a four-color pamphlet of information to the consumer, which will bear the names of all concerns making standardized wagons. This pamphlet will be distributed through the retail dealer everywhere and will deal with the question of wagon and truck standardization. Dealers will find it very helpful in placing the matter properly before their customers, although standardization needs no defense.

This step by the wagon makers is indicative of what must surely follow throughout all lines of farm operating equipment, for this war has indicated through the work of the conservation division of the war industries board that former competitive conditions have produced great waste in manufacture, and the consumer, as usual has paid the bill, but now that the light of common sense has been thrown in and all see the folly of excessive and unnecessary variety it is believed that the manufacturers in other lines will join in this effort to make the elimination of such waste permanent by adhering to their elimination programs.

Lumber Traffic Bureau Established

It was announced in a former issue of HARDWOOD RECORD that the National Lumber Manufacturers' Association had in contemplation the establishing of a traffic bureau in Washington. The further announcement has now been made that the bureau has been organized for work and that Frank Carnahan of Chicago has been placed in charge. He was selected because of his wide familiarity with rate making and general traffic. He formerly was with the Hilgard Lumber Company of Chicago, and before that had long training in statistical work with the Rock Island and Chicago & Alton railroads. Prior to his connection with the lumber business Mr. Carnahan was office manager at the Tiltonville, Ohio, plant of the Mineral Point Zinc Company.

Federal Taxation

A bill will be presented to Congress within a few days providing safeguards against taxation of paper profits consisting of inflated inventory values. This will provide that inventories shall in certain cases be taken upon such basis as the commissioner of internal revenue shall prescribe; a provision flexible enough to afford adequate protection provided that appropriate rulings are made by the commissioner of internal revenue. The purpose will be to use accounting methods which are appropriate for each industry, which are in accord with the practices of the particular industry and which will reflect the true income.

If such a bill becomes law it will add another argument to the already long list of arguments for better accounting methods in the lumber industry.

Hardwood Traffic Men Meet

All the officers of the Southern Hardwood Traffic Association were reelected at the annual of this body in Memphis, January 7, as follows: James E. Stark, of James E. Stark & Co., Memphis, president; R. L. Jurden, Penrod-Jurden Company, Memphis, first vice-president; and Frank B. Robertson, Ferguson-Palmer Company, Inc., Memphis, second vice-president.

Directors elected for three years are:

Charles Dugger, Hudson & Dugger Company, Memphis; George C. Ehemann, George C. Ehemann & Company, Memphis; T. M. Brown, W. P. Brown & Sons Lumber Company, Louisville, Ky.; S. B. Anderson, Anderson-Tully Company, Memphis; C. H. Sherrill, Sherrill Hardwood Company, Merryville, La.; Max Miller, Miller Lumber Company, Marianna, Ark., and W. A. Ransom, Guyaso Lumber Company, Memphis.

The association also chose W. Brown Morgan, president of the Morgan Veneer Company, Pine Bluff, Ark., as a director for one year to fill out the unexpired term of the late F. L. Gregory of the Bliss-Cook Oak Company, Blissville, Ark.

The directors at their first meeting re-elected J. H. Townshend, secretary-manager. He has been with the association in that capacity practically ever since it was organized and through his able and efficient management of the affairs of the organization he has endeared himself in a peculiarly strong manner to all members of the association. It is freely admitted by the officials of the association that a very large measure of the credit for its accomplishments belongs to him. He has proven himself able, efficient, affable, energetic, progressive, up to date in all things affecting the welfare of the membership and he has been imbued throughout with but one idea: That of rendering the maximum service to the members.

The association is congratulating itself on having the able guidance of President Stark during 1919 which is regarded as the most important year in the history of this organization because of the many problems which must be worked out. Mr. Stark is thoroughly familiar with what the association has undertaken and with what it has accomplished during the past two years. He is also keenly aware of the problems, reconstruction and otherwise, that lie just ahead.

In President Stark's address upon taking the chair, he attributed the rapid growth in membership, 101 during the year, to the service of the association in the difficult traffic problems. He said that every member had received results which paid him handsomely on the investment represented by his annual dues, and which would strengthen his loyalty to the association. He regarded successful combating of the demurrage rules promulgated by the United States railroad administration as among the most important work of the year and believed that, during 1919, further reductions in demurrage charges would be brought about, together with the reinstatement of the average agreement plan on cars for loading. He also referred to the tremendous saving that had been effected in behalf of members in defeating the proposal of the director general of the railroads to inaugurate switching and car-spotting charges that, in some instances, would have run as high as \$12 per car.

He referred to the practical absence of export business during the past year, except that done directly with the foreign governments that furnished their own transportation facilities, but called attention to the fact that establishment of a booking and forwarding department had been placed in the hands of an efficient committee which would make report during the day and which he felt sure would work out a plan that would be available when there is resumption of export business.

He urged the members to avail themselves of the services of the claim department which has been collecting from \$10,000 to \$20,000 a month for members.

He declared that the Louisville and Helena branch offices of the association, under the management of R. R. May and J. A. Koehler, respectively, had made an excellent record during the year, and justifying the policy of establishing branch offices. He announced, in this connection, that there would be a meeting between representatives of the association, the executive committee of the United Coopers Industries and other prominent lumbermen, at St. Louis early in the year for the purpose of perfecting plans for the opening of a branch office at that point to handle the traffic problems of the coopers interests and lumbermen of that city.

Secretary Townshend's Report

Among the prominent features of the report of J. H. Townshend, secretary-manager, were the rapid growth of membership of the association; the unusually large amount of money collected for its members in the form of claims; the far-reaching rate victories it had gained over the carriers; the wide range of activities of this organization and the magnificent accomplishments in behalf of the members; and the manner in which this association has developed because it exists for the purpose of serving its members in every possible way and because it stops at nothing that will contribute legitimately to the business of the men who are identified with it.

He said that the experiences of the year had proved conclusively that President James E. Stark and Attorney J. V. Norman had "spoken more wisely even than they themselves anticipated" when they prophesied, at the last annual meeting, that there would be greater need for the association during 1918 than in any previous year. He added that, in his opinion, because of the question of railroad ownership and other important developments that lie not very far ahead, there will be even greater need for the association during 1919 than during the year that had just passed.

Mr. Townshend devoted practically all of his report to a review of the activities and accomplishments of the association. A few of the things accomplished may be summarized as follows:

Secured an amendment to the order of the United States railroad administration by which it was possible to obtain minimum rates regardless of the long or short route.

Brought about amendment of the new demurrage rules issued by the United States railroad administration so as to greatly reduce the charges.

Secured abolishment of the plan of the United States railroad administration for greatly increasing the revenue of the carriers without increasing rates. This plan called for a charge of \$2 for pushing cars to industrial tracks, etc.

Obtained from the Interstate Commerce Commission in the fifteen per cent case, a ruling by which the advance on lumber and lumber products was placed at one cent per hundred pounds instead of the flat advance of fifteen per cent.

Obtained withdrawal by the United States railroad administration, in connection with the twenty-five per cent advance that became effective June 25, 1918, of the \$15 minimum per car charge as applied to logs, bolts, billets, cordwood, fuel wood, etc.

Kept so closely in touch with the embargo situation that it was able, from time to time, to forecast accurately when embargoes would be removed, thus giving members the benefit of this service in a most concrete and profitable manner.

Obtained from the United States railroad administration an order establishing flat net rates on logs, bolts and billets into all milling points.

Materially aided members of the association in securing cars for the inbound handling of logs and outbound shipments of lumber and forest products during the period when there was such a notable shortage of cars.

Handled the labor situation for its members, in co-operation with the United States employment service bureau and the educational service of the Department of Labor at Washington, in such manner as to bring excellent results and as to draw most favorable comment from officials of the two agencies already named.

Presented its case to the United States railroad administration in November for the establishment of transit arrangements at Memphis, Louisville and Evansville for the protection of the through rate on lumber and forest products from point of origin to destination, plus two cents per hundred pounds, with a minimum charge of \$10 per car, when

stopped at these points for yarding, grading, drying, manufacturing and reshipment.

Secured withdrawal by the Texas & Pacific, Gulf, Mobile & Northern and other roads of the arrangements by which local rates on logs were collected and refunds to the net rates were made on shipment of the outbound product, thus preventing the tying up of a large part of capital of members on these roads in the shape of refunds.

Secured a decision from the interstate commerce commission preventing the Rock Island system from advancing rates from points on its lines to western destinations approximately 20 per cent.

Circumvented the increased all-rail rates to Pacific coast points on hardwood lumber and forest products by being able, through its export department, to handle these commodities to Pacific coast destinations via southern gulf ports and the Panama canal.

Gave assistance to all members in the exportation of their commodities.

Laid the foundations for the re-establishment of the through bill of lading on export shipments of lumber in the near future.

Perfected arrangements for the opening of its third branch office, that at Alexandria, La., which will begin operations February 1, under the direction of Lieutenant A. C. Bowen.

There are certain important matters which confront the members during the year and which will make the association more essential and necessary than during any year in which it has existed. Briefly, these are: (1) Establishment of transit arrangements on lumber and forest products at points where such an arrangement is needed; (2) proposed radical advances from all points west of the Mississippi river to Central Freight Association and Eastern Trunk Line territories; (3) establishment of through rates from Arkansas, Louisiana, etc., to Carolina points; (4) reissuance of the rate book of the association; (5) further handling of export matters, and (6) establishment of a mileage scale of rates on logs, bolts, billets, etc.

Following is a record of claims during the year: Uncollected at the beginning of 1918, \$32,741.83; filed during 1918, \$10,843.83; collected, \$51,677.97; withdrawn, \$5,958.47; uncollected at the end of the year, \$83,781.76; number of claims filed during last six months compared with first six increased more than 100 per cent. The receipts for the year were \$40,395.95, expenditures, \$39,729.65; balance in bank, \$660.30.

Report of Export Booking Committee

The report of George C. Ehemann, chairman of the committee appointed to work out plans for a forwarding and booking department is given below:

The creation of this committee was recommended by President Stark at our annual meeting last year and was referred to the governing board for such action as they deemed necessary.

In a pamphlet issued by Secretary-manager Townshend on July 16, 1918, the general purpose of the export booking committee was outlined. Briefly, this consists of the booking of export shipments for members, either in single car loads or in making charters of vessels for the purpose of transporting cargoes of forest products together with such other cargo as it might be advantageous to handle in connection with forest products. The committee is to have nothing, whatever, to do with the sale of the lumber but is merely to assist in making the bookings and forwarding the shipments through the instrumentality of the association. The actual work is to be in charge of the secretary-manager and the records are to be kept in such a manner that an individual member or a committee is not to be given information that would tend to divulge the trade secrets of a member. It was further proposed that charges for the services should be made against the members on a per car basis.

Later in the year at a meeting of the governing board, the president was authorized to appoint a committee of fifteen with an executive committee of three to develop the plans of a department for the booking of export freight through this association, and this committee was appointed on September 3.

On November 19 a general meeting of the committee was held in the offices of the Southern Hardwood Traffic Association for the purpose of discussing the work of the committee and the consensus of opinion of those present was that this branch of the service of the association could be made very useful and profitable to the members, its opportunities, however, being limited at the present time by the existing situation in the export trade.

Owing to the import regulations which are still in effect in the principal foreign markets for American hardwoods, the volume of lumber exported will be comparatively small until these restrictions are modified or removed. Buyers of lumber abroad are anxious to return to the custom of free individual trading in effect before the war and it is hoped that this condition can be brought about in the near future.

In view of the control that is still exercised over the steamship lines by the various governments and under which space for lumber shipments can only be secured by special government allotment, the opportunities for booking parcel shipments with the regular liners is very limited and, in the opinion of those who have studied the situation, this condition will exist for some time.

It is evident, therefore, that if hardwood lumber is exported in any considerable quantities, it must be done through the medium of chartering vessels not under government control. To successfully handle these charters, it will doubtless become necessary for the association to carry cargo other than lumber in order to profitably handle the business. Your committee feels that this can be done, as we have already been approached by cotton shippers, who wish to include some of their shipments with ours. Shippers of pine lumber have also expressed a desire to join with us in making up the cargoes.

In recommending the chartering of vessels as the best plan available at the present time for forwarding export shipments of lumber, your committee realizes that the question of fixing the financial responsibility for these charters is an important one.

One method under which these charters might be handled would be for those making shipments on a chartered vessel, to be held individually liable to the extent in which they participated in the charter, but the plan favored by the executive committee, is the formation of a company within the association, incorporated under a separate name, for instance, such as the Southern Hardwood Export Shipping Company. This could be capitalized, for illustration, at \$50,000, divided into one hundred shares of \$500 each; no member of the association to hold over one share. The amount of capital stock could be made sufficiently large to admit any member wishing to join.

As the fund so created would merely be used for the purpose of giving the shipping company a financial standing with the ship owners, it could be paid in liberty bonds. With an established financial responsibility, the Export Shipping Company would be in a better position to secure favorable rates than otherwise. As it is proposed that the Southern Hardwood Traffic Association attend to the detail work in connection with the booking and forwarding on a percentage basis, practically no working capital is required. A further advantage in the plan favored by the executive committee is that the liability of members for losses incurred could in no case exceed the stock that they held in the shipping company, but members contracting for space would be expected to enter into a contract under which they would guarantee to make good to the company any loss sustained by reason of their failure to furnish the cargo for which they had made their booking.

Members joining the shipping company would be accorded the first opportunity for making bookings in vessels chartered by the company and any profit resulting from the charter could be pro-rated among the members on some plan that can be adopted later.

A question that naturally arises in connection with the chartering of a vessel, is that of the ability of the members of the association to furnish the cargo. For the purpose of determining this, as well as with a view of rendering assistance to members having export business in hand, we asked, in one of the association bulletins, for a statement of the quantity of export lumber and other forest products that members could ship on orders, provided tonnage could be secured. Replies received showed the following:

About 30 cars for Liverpool.
20 cars for London.
20 cars for Glasgow.
800,000 ft. for a South African port (includes pine).
1,000,000 ft. for a Spanish port.
1,000,000 ft. for a Holland port.

Our secretary-manager was in position to quote rates and had offers from vessel owners for transporting some of the business mentioned. These were submitted to the prospective shippers, but owing to the high rates asked and the possibility of lower rates being obtainable later, he was not instructed to accept the offers.

This amount of business, in hand at this time, indicates the possibilities of the future, when something like pre-war conditions exist in the export trade. With a membership of about 300 shippers, there would be no difficulty experienced in making up cargoes of hardwoods for shipment to the important markets abroad.

With a well organized export booking department, the membership of the Southern Hardwood Traffic Association will increase, as a number of prospective members will join in order to participate in its service.

To render the most efficient service, it will ultimately become necessary for the traffic association to maintain representatives at the principal ports of export, and this can be done as the business grows to a degree justifying the expense.

It is also contemplated to operate in connection with the export booking department, a marine insurance department. Arrangements can be made with reliable American or British companies for an agency and the revenue thus derived will materially assist in defraying the expenses of the export booking department.

If the suggestion made in this report, that a separate organization be created within the association for the chartering of vessels, meets with your approval, and you authorize us to carry out the plan outlined, we will, at once, take the steps necessary to put it into active operation. The matter is of such importance to the Southern Hardwood Traffic Association that it merits your careful consideration. We welcome any suggestions or criticisms that you will offer, as it is the desire of your committee to discharge its duties in a manner that will result in the greatest possible benefits to the members.

The Railroad Question

The following series of resolutions regarding the operation of railroads was adopted by the association:

WHEREAS, The government of the United States has been engaged in the operation of the railroads during the war, as a necessary war measure, and under present legislation the railroads will be returned to private operation within twenty-one (21) months after the close of the war; and

WHEREAS, The congress of the United States especially declared the operation of the railroads by the government to be an emergency measure growing out of the war; and

WHEREAS, The occasion and necessity for the operation of the railroads by the government, to successfully prosecute the war, ended with the termination of hostilities; now therefore, be it

Resolved, 1. That it is the sense of the Southern Hardwood Traffic Association that the operation of the railroads by the owners is preferable to government operation and that government operation should be abandoned and the roads returned to their owners.

2. That we are convinced that before the railroads are returned to their owners for operation, additional legislation is necessary in their interest as well as for the protection of the public.

3. We are opposed to the extension of the period of government operation beyond the maximum time now provided in the Federal Control Act, twenty-one months from the ratification of treaties of peace.

4. That we favor the extension of the powers of the Interstate Commerce Commission so as to give them jurisdiction over the distribution of equipment.

5. We also favor increasing the Interstate Commerce Commission, either by providing additional commissioners at Washington or by appointing regional commissioners whereby complaints of the shippers can be immediately heard and decisions promptly rendered, but that we are opposed to extending the power of the Interstate Commerce Commission over the inland or coastwise water traffic.

6. That we urge upon our representatives in the congress of the United States, the necessity of promptly providing, by law, for the return of the railroads to private operation under such governmental regulations as will permit the operation as a unit, at least to the extent of continuing the pooling of cars; unification of terminals; handling of traffic by the shortest and most economical route; be it further

Resolved, That the president of this association shall appoint a committee to have power to consider such additional legislation and measures as may be deemed necessary and to present the views of this association before the Interstate Commerce Committee of the United States congress.

WHEREAS, Prior to and during the war the ports of the nation were congested to such an extent as to make it impossible to handle expeditiously the exportation of all commodities from the South to foreign countries; and,

WHEREAS, It appears that the proper solution of this will be to enlarge the Gulf and South Atlantic ports to such an extent as shall permit the free, economic and uninterrupted movement of traffic through these ports; therefore, be it

Resolved, By the Southern Hardwood Traffic Association, that we earnestly urge upon the port and harbor facilities commission of the United States shipping board and the rivers and harbors committee of the United States congress the development and proper maintenance of these Gulf and South Atlantic ports; and, be it further

Resolved, That a copy of these resolutions be sent to the board of port and harbor facilities commission and to the members of the rivers and harbors committee of the United States congress.

President Stark, in accordance with these resolutions, appointed the following committee to confer with the national league of owners of railroad securities in the United States and to take such other steps as will insure the return of the railroads to their private owners under as satisfactory terms as possible to members of the association: S. M. Nickey, chairman; R. J. Hackney, M. B. Cooper, S. B. Anderson, S. H. Swenson, W. H. Day, T. M. Brown, W. A. Ransom, R. L. Jurden, J. F. Barrow, Walker Wellford, Frank F. Feb, George Land, C. H. Murphy and W. E. Hyde.

J. H. Townshend announced that there would be an important conference at St. Louis January 14 in connection with proposed advances in rates from west side, and in some instances from east side, points to destinations in Central Freight Association and Eastern Trunk Line territories and urged that as many members as possible attend this conference and take part in it. President Stark, in this connection, was authorized to appoint a committee, which will be announced later to represent the association. He urged, however, that all members of the association attend who could.

At a meeting of the governing board, held immediately after adjournment of the annual, J. H. Townshend, secretary-manager was re-elected at a substantial increase in remuneration; F. B. Larson, who is now in Denver, Col., for his health on a leave of absence, was chosen to succeed himself as assistant secretary; J. S. Thompson, who has recently filled the place of Mr. Larson, was elected acting assistant secretary, and Elliott Long was re-elected treasurer.

Committee Down to Business

The inspection rules of the American Hardwood Manufacturers' Association are now being drawn by the inspection rules committee of the organization, of which B. F. Dulweber of the Kraetzer Cured Lumber Company, Memphis, is chairman, and they will be submitted to the executive committee, to be called together at Memphis by President R. M. Carrier, for approval as soon as they have been whipped into satisfactory shape. It is known that rapid progress is being made on the drafting of these rules and that this work will be shortly completed. It may be stated, however, that nothing of the rules themselves will be given out for publication until the committee has finished the draft and until the rules, as drafted, have been approved by the executive committee.

It is also known that the committee, in drawing up the rules, is following well defined principles which were adopted at the joint meeting of the executive committee and the inspections rules committee of the association held in Memphis December 30. In this connection, it may be stated that the committee is proceeding on the theory that the manufacturer and the consumer are the two big factors in the hardwood situation to be protected and that it is endeavoring to afford all the protection to the latter consistent with the interests of the former. The consumer is invited to co-operate with the inspection rules committee in the application of the rules, and a special committee, to be known as the co-operative or propaganda committee, has been named to bring about all co-operation possible on the part of the consumer of hardwood lumber. The committee wants to adopt the best of everything in the

drafting of these rules and asks that the National Hardwood Lumber Association join with the American Hardwood Manufacturers' Association in working out a single standard of inspection. It also has adopted the inspection rules of the Southern Cypress Manufacturers' Association applying on cypress and tupelo gum and will co-operate with that organization in working out the single standard so far as these woods are concerned. The need of haste is clearly recognized and it is pointed out that the rules must be adopted and in use not later than February 1, 1919.

Principles Followed

The principles which are being followed by the committee in drafting the new rules are fully set forth in the following resolutions drawn by the inspection rules committee and approved by the executive committee recently:

First: That the rules governing the inspection of hardwood lumber is a problem mutually affecting the producer and the consumer of this commodity; that the inspection rules should be based on the utilization of the lumber and every effort made to prescribe such rules as will minimize the waste in utilization; that the producer and consumers should co-operate, each lending his experience and knowledge to the end that these purposes may be accomplished.

Second: That inasmuch as a set of inspection rules based on the principles laid down in the first paragraph of this resolution will require much careful thought and study and considerable time to work out, and believing that some fair basis of determining values should be adopted until the matter can be more satisfactorily determined, this committee believes that a set of inspection rules should be put into effect as quickly as possible and not later than February 1, 1919, such inspection rules to

follow the same general classification as has previously been adhered to in the making of inspection rules on hardwood lumber, but eliminating some of the weak points from the rules now applying on hardwoods and providing for a somewhat better quality of lumber in the various grades than is now called for by such rules, the rules so adopted to remain in effect until the more scientific method of inspection of hardwoods can be mutually worked out by the producer and consumer in accordance with the provisions of the first paragraph of this resolution.

Third: That this committee condemns the practice known as grade manipulation, or the intentional shipping of lumber below the specifications of the grade for which it is shipped and pledges itself to do everything within its power to discourage and eliminate this practice and invites the co-operation of the consumer to this end.

Fourth: That a single system of inspection is highly desirable and that any organization interested in the matter of inspection rules be, and hereby is, invited to co-operate with this committee for the purpose of working out a set of hardwood inspection rules based on the principles laid down in this resolution and this committee hereby pledges itself to do its utmost to bring about a single standard of hardwood inspection.

Fifth: That an administrative committee be named from the membership of this committee by the chairman, in whom shall be vested the full powers of this committee when same is not in session, to proceed with the work in hand in line with the principles herein set forth.

Committee Membership

The other members of the inspection rules committee, aside from Chairman Dulweber, are:

W. E. DeLaney, Kentucky Lumber Company, Lexington, Ky.
E. O. Robinson, The Mowbray-Robinson Company, Cincinnati, Ohio.
M. W. Stark, American Column & Lumber Company, St. Albans, W. Va.
F. M. Pearce, Cherry River Boom & Lumber Company, Philadelphia, Pa.
B. B. Burns, C. L. Ritter Lumber Company, Huntington, W. Va.
W. H. Russe, Russe & Burgess, Inc., Memphis, Tenn.
R. L. Jurden, Penrod-Jurden Company, Memphis, Tenn.
Max Miller, Miller Lumber Company, Marianna, Ark.
W. B. Burke, Lamb-Fish Lumber Company, Charleston, Miss.
J. B. Robinson, Pelican Lumber Company, Mound, La.
R. H. Darnell, R. J. Darnell, Inc., Memphis, Tenn.
T. A. Washington, Hunt, Washington & Smith, Nashville, Tenn.
E. A. Lang, Paepcke Leicht Lumber Company, Chicago, Ill.
S. M. Nickey, Green River Lumber Company, Memphis, Tenn.

The five members composing the administrative board, provided for in the foregoing resolution, are: Messrs. DeLaney, Stark, Robinson, Darnell and Lang.

Resolutions Adopted

The executive committee also approved the following resolutions which were offered by the inspection rules committee and, in offering these for publication, calls special attention to the preamble:

WHEREAS, This committee, selected by the American Hardwood Manufacturers' Association for the purpose of drafting a set of inspection rules applying on hardwood lumber and handling other matters pertaining to the inspection of lumber, is proceeding on the principle that the manufacturer of lumber, taking into full and careful consideration the needs and requirements of the consumer, should make the rules on the lumber he produces; and

WHEREAS, The Southern Cypress Manufacturers' Association, officially representing a larger portion of the cypress and tupelo production of the United States, has adopted a set of inspection rules applying on cypress and tupelo lumber; now therefore, be it

Resolved, First: That this committee, representing the American Hardwood Manufacturers' Association hereby officially approves and adopts the rules of the Southern Cypress Association on cypress and tupelo lumber.

Second: That, inasmuch as this committee has not yet had an opportunity to consider these rules in detail and that in adopting them is proceeding on the principle set forth in the preamble hereto, a committee of three be selected from the membership of this committee by the chair to carefully consider these rules on cypress and tupelo and the result of their application on such characters of these woods as are produced by the members of the American Hardwood Manufacturers' Association.

Third: That the Southern Cypress Manufacturers' Association be asked to give full consideration to any changes or additions that may be suggested by said committee and that assurances be requested to the effect that all future grade and inspection adjustments and revisions be made with a full understanding of the requirements of the members of this association and with full protection of their interests.

The committee appointed in accordance with this resolution consists of J. B. Robinson, chairman; W. B. Burke, and E. A. Lang.

The co-operative committee, authorized by the executive committee, which will attempt to bring about maximum co-operation on the part of consumers in the application of the rules, as drawn, and in perfecting them by such changes as may be suggested from

time to time, has as its chairman Roland H. Darnell, of R. J. Darnell, Inc., Memphis. He will name his own associates thereon, two in number.

The meeting of the executive and inspection rules committee set a new mark in point of attendance as well as in point of interest in the business in hand. Every member of the executive committee was present and virtually every member of the inspection rules committee attended, although these gentlemen were not officially advised of their appointment until three days before the date for the conference in Memphis. The utmost harmony prevailed throughout. The members of the American Hardwood Manufacturers who came in as a result of the discontinuation of the American Hardwood Manufacturers' Association, Cincinnati, December 31, showed the fullest degree of loyalty to, and interest in the meeting, and put their shoulder to the wheel in carrying the organization forward in a manner that has created the most intense enthusiasm regarding its future.

The executive committee discussed advertising, finances, assessments and other subjects but these matters will be placed in the hands of strong committees who will work out the necessary details. It can be stated in a general way that there will be plenty of funds to carry on the work of the association successfully and that the advertising and trade extension work promises to be on a larger scale than ever before. The names of members of the advertising and inspection rules committees have been made public. The other committees will be named by President Carrier at an early date.

Lumber Club Installs Officers

New officers of the Lumbermen's Club of Memphis were installed on the evening of January 8 at a dinner given by that organization at Hotel Gayoso in honor of visiting lumbermen who were in the city attending the sixth annual of the Southern Hardwood Traffic Association. A very interesting programme was rendered by talent gathered by F. E. Stonebraker and S. C. Major, members of the entertainment committee. There were solos by Mrs. W. F. Murrah, Mrs. W. E. Hyde, Mrs. Mark H. Brown and Mrs. Black and quartette numbers by Mrs. Murrah, Mrs. Hyde, Ben Karr and John R. Kinney.

The principal address of the evening was made by Hilton U. Brown, managing editor of the Indianapolis News and father of Mark H. Brown, a prominent member of both the club and the Southern Hardwood Traffic Association. He told of the wonderful growth of the South since the time he, while on his honeymoon, visited Jefferson Davis, former president of the Confederacy. He commended them for the manner in which they have surrendered their time, money and other resources in the winning of the war but believed that, in the future, they should insist upon the right to seek new markets and develop their business without undue restrictions by the government.

The report of J. S. Williford, secretary-treasurer, showed the club to be in splendid financial condition.

J. D. Allen, chairman of the house committee, said the employment bureau of the club found positions for 512 persons, including 135 inspectors and 40 sawyers, between January 1 and September 1, 1918, when it ceased activities on its own account and co-operated with the federal, state and municipal authorities in employment activities.

The report of C. R. Tustin, chairman of the membership committee, showed that thirty active members and one associate had been added during the year and that the club had a total of 206 members.

President J. F. McSweyn, who had presided up to this time, surrendered the gavel to H. J. M. Jorgensen, his successor. The latter, on taking the chair, announced the standing committees for the year. The chairman of these are given herewith: Entertainment, F. T. Dooley; house, J. D. Allen, Jr.; river and rail, George C. Ehemann; membership, W. L. Crenshaw; civic affairs, Earl Palmer; law and insurance, J. H. Hines; river terminals, F. E. Stonebraker.

Forest Products Statistics

There has been established in Washington a bureau of information which is called "The Statistical Clearing House." It is presumably a government organization, although it is not clearly stated to be such. Its purpose is to furnish information along certain lines, regarding government work.

A bulletin of fifty-three pages, dated November, 1918, has reached Hardwood Record, and a quotation from the preface is here given:

The purpose of this bulletin is to show the principal source of statistics on forest products. It includes both original and secondary sources and the various offices in Washington from which the tabulations may be secured by properly accredited persons. Supplementary issues will be sent out later, as our files are constantly being revised and enlarged.

An examination of the bulletin reveals that it lists all sorts of information regarding the production of forest products, and the promise that an inquirer on any particular point will have his questions answered, so far as the government possesses the information in any of its bureaus, divisions, and departments.

In order to make use of the facilities for securing this information, the prospective inquirer should secure a copy of the bulletin, which presumably will be sent free upon request addressed to the General Bureau of Planning and Statistics, Room 113 New Interior Building, Washington, D. C.

Validation of War Contracts

The following summary of the present status of settlements on informal war contracts was sent out this week from the office of the secretary of the National Lumber Manufacturers' Association:

Many war contracts made in good faith and upon reasonable authority were, at the time of the armistice, not evidenced in formal writing. The question has arisen as to the equitable settlement of these contracts and the claims under them.

The comptroller of the treasury who determines when public money may legally be paid out, has held that the only legally binding contract is one complying with all technical requirements. Thus where proper signatures or proper form have been lacking no adjustment has been possible. Some cases have gone to the court of claims.

Settlements are now proceeding on contracts existing in the form required by law. Frequently the formal contract has not been made out, for several months after the order has been given and work started on the contract. The armistice left many contracts thus uncompleted. The comptroller has ruled that, after the armistice was signed, many of these contracts cannot be validated by writing as the military need for the materials involved no longer exists. Therefore additional legislation is needed to secure an equitable settlement.

The War Department has offered a bill for an equitable adjustment. With a slight modification by the comptroller of the treasury this became the so-called Dent Bill which was introduced in the house.

The Dent bill does not validate any contract. It merely authorizes the secretary of war to use his discretion in making a settlement on an informal contract or order. The bill does not make provision to protect agreements or contracts not in writing, for example, made by telephone and not yet confirmed in writing.

It does not cover cases where material has actually been delivered to the War Department but the contract not evidenced in proper form. Here of course some relief sometimes can be had through the court of claims.

To secure settlement under provisions of the Dent bill, the contractor must waive all right to take the matter to the court of claims.

The bill might be so interpreted as to prevent adequate settlement where the contractor had made delivery in part, but had had large expense for remaining goods as yet undelivered. It touches only contracts with the War Department.

The house committee on military affairs on December 9 reported a revision. This bill covers "all agreements express or implied," but it does not validate outstanding contracts. It leaves the settlement wholly to the secretary of war. It affects only materials used in prosecution of the war, a wording susceptible to a narrow interpretation. All settlements to be allowed must be made by July 30, 1919.

The war industries board has proposed a bill which is broader than the house bills and has some distinct advantages. It recognizes that where production has been greatly stimulated by war orders, there must be a gradual "tapering off" to enable such plants to get to a peace basis.

It covers more kinds of contracts, contracts for production, for materials, for services, etc., incident to furnishing military equipment and supplies.

It authorizes the secretary of war to enter into new contracts in proper legal form, covering all necessary and reasonable expenditures incident to the original contract, however informal the original contract may have been.

The senate military committee, on January 3, unanimously rejected the War Department recommendations for legislation to validate informal contracts. It reported favorably the Hitchcock bill, introduced on January 3, which provides for validating such contracts, but places the adjustment of the claims in the hands of a disinterested commission, instead of in the hands of the Secretary of War.

The lumber industry has many such informal contracts. The above describes their present legal status.

Meeting of Industrial Advisory Council

A meeting of the industrial advisory council, which is composed of the chairmen of the war service committees of the different industries, met in New York under the auspices of the Chamber of Commerce of the United States, on January 3 and 4. About 200 industries were represented.

The main purposes of this convention were to take action with reference to validation of informal war contracts; disposal of surplus stocks of war materials; commission of American business men to France during peace conferences; legislative program.

A war service executive council of the national chamber has been named, including W. M. Ritter of Columbus, Ohio, representing wood and wood products.

The Chamber of Commerce will shortly issue to its members, a referendum touching this subject, which is now in preparation.

Protection for Memorable Oaks

The city of New Orleans has appointed a tree doctor to look after the health of two of its memorable live oaks, known locally as George and Martha Washington. They stand in Audubon park, and each tree is eleven feet in diameter, and has a wide spread of branches, as is customary with live oaks. The two oaks are very old and age is beginning to affect their health. Certain points of decay are putting in an appearance on the trunks, and the tree doctor is expected to do some plugging with cement, as a dentist plugs teeth with gold; and where the heavy branches droop so much that they are in danger of breaking, they are to be shored up with chains, bridles, stirrups, and props.

The Italians Are Rebuilding

The Italians have lost no time in getting to work rebuilding where war destroyed. The devastation was worst in northeastern Italy, in that region overrun by the Austrians before they were held up by the Italian army on the Piave river, and finally driven back by General Diaz. The destruction of buildings in that region was great, and rebuilding must be carried out on a large scale. Italy has little building timber of its own and must depend upon imports. The lumber for rebuilding will come in large part from America. The Italians have been builders with stone principally, because of the scarcity of timber and the abundance of good quarries; but to build with stone is such a slow process that wood will be more largely used than in the past.

First Aid Outfits

Owners of sawmills and woodworking factories in England are required by law to provide first aid outfits for the benefit of their workmen. The law went into effect January 1, 1919. Practically all large mills and factories in the United States have some similar arrangement in force for the care and protection of their employes, though the law may not require it to be done. Provision for insurance, or compensation for the injured, usually includes the necessary measures for adequate care of those who may be hurt while at work.

Tree botanists have had a hard time giving the northern red oak a name that would stick. They follow the name bestowed by Linneus 175 years ago, *Quercus rubra*, until it was recently discovered that the tree to which he gave that name was the yellow oak. That left red oak without a book name, and it has been re-christened, *Quercus borealis*, which means northern oak.



Letters from a Panel Boss

Hen Makes Some Observations on Hot Cauls

Dec. 23, 1917.

Dear Jim:

Well, Jim, you know we came home on the twelfth so as to have a few days to straighten up things at the house before I went back on the job. We was going to spend the night at the hotel and get the furniture we sent from Chicago out of the freight house the next day. I sent word to Phil Johnson when I'd likely be back, and when we got off the train I got the surprise of my life. All the veneer room bunch was there with Johnson and John Malo and Ed Ford. They rushed up and shook hands, and before we knew what was doing they carried us to Ed's auto that was all tied up with pink and white ribbons and had a big sign on the back "Welcome Home." They pushed us in the auto and drove to the house and carried us in. I was beginning to get sore at their freshness, but I got over it. What do you suppose that gang done? They had got all our stuff from the freight office and fixed up the house. Some of the women folks had brought in some grub and the table was all set and we all set down to a feed and had a regular party. The bunch went home about nine bells. They had got together and made us a present of a big phonograph with lots of records.

I got your letter yesterday in which you ask what I think about tothing stuff to be veneered. You say the old man saw it done somewhere, and has been talking about it and thinking of putting in a tothing scraper. Well, Jim, my private opinion is that tothing is all poppycock, though I know some do it. You know all wood is some porous, and that all that we use is plenty porous to let enough glue soak in to give a good grip. Now those that tooth say they do it to make grooves that will hold more glue and give a better holding surface. But it can't be proved that the more glue there is left between the surfaces the stronger the joint will be, and I don't believe it. I think that the closer the contact between the surfaces of the wood the more strength there will be in the joint. That is, depending on the kind of glue used and the pressure applied to bind the surfaces together. If you will get the old man to make some tests with you by gluing up some pieces that have been toothed and some that are nice and smooth, I don't believe he will go to the expense of buying a new machine for tothing. If the smooth joint is properly made it will be stronger than the wood itself, and will break in the wood before it will break in the joint. As long as this is so why should we spend the coin to tooth stuff to be veneered?

You say you had some argument with the old man

about hot cauls, and he thinks you sometimes get them too hot. Well, Jim, you're on the job and will have to judge that work for yourself. You sure know that too hot cauls will make lots of trouble. They will burn the glue and destroy its sticking quality. And on softwoods they drive the glue in so far that there is none left on the surface to hold the veneer. Then you have panels that the veneer will peel off easy.

When I speak of burning glue, I mean to destroy its sticking quality by some heating process, and you can burn it with a caul as well as by too much heat in the tank. Warm wood will take up moisture quicker than cold wood, and hot water will soak into wood quicker than cold water. So when hot glue is put on warm wood, both glue and water in the glue soak in a little way, then the wood begins to pull the water from the glue and leave it in a nearly dry state. By putting on the hot caul about this time the soaking up qualities of the wood are made greater, and soon the glue is without protection of moisture and is at the mercy of the hot caul. Then the glue loses its life and grip, and when the stock is taken from the press the glue is brittle. A few hours after being exposed to the air a knife blade may be pushed under the veneer and separate it from the core stock. A too hot caul is the cause of the trouble.

You sure know that too hot cauls make blisters, although they are not the only things that make blisters as I have written you before. So I say it is all right to have warm cauls, but not hot ones, and if you are having any trouble with loose veneers, or blisters, you better look into the hot caul business.

Well, Jim, if you get any more troubles for a while don't worry if I don't answer your letter quick, because I'm going to have some of my own. That vegetable glue outfit I told you about is here, and some bags of the vegetable glue. If that stuff will stick anything I'm your grandmother. I opened a bag. The stuff looks like so much flour. I stirred some in a little cold water, and some in some hot water, and the stuff it made wouldn't stick paper on the wall. For machines there's two big kettles and a spreader. The kettles are made of cast iron, and there is a big paddle inside that has to be run by a gear arrangement. I don't know what to say about the spreader. I never saw one like it. I told the old man about trying the glue, and that it was no good. He told me not to worry because there was a fellow coming from the company that makes the stuff to show us how to get the machines in place and how to make the glue. He is coming Thursday morning. Jim, I expect

there's going to be hell to pay and no hot pitch. Tell you about it some day. Sue sends her best to Min. Tell the gang hello for me.

Your friend,
HEN.

Veneer for Bee Keepers

In former times they made hives for bees by hunting a hollow tree and sawing off pieces two feet long, or more, nailing a board across one end for a covering or roof, setting the hive upright on the other end, and it was ready for the entry of the swarm of insects that were to inhabit it. The thing was generally called a "bee gum." There was not a partition or compartment in it. The bees fastened the comb to the walls with wax, filled the comb with honey, and the bee keeper harvested his share by prying the board off the top and digging out a bucketful of sweetness, bee moths, dead mice, spider webs, and unhatched bees.

It was a crude sort of bee culture, dirty and wasteful; but it has given place to better methods now. Improvements are largely due to the use of veneer in the manufacture of beehives. The hollow log which once was the home of the honey gatherers has been superseded, rejected, abandoned, and kicked over the creek bank, and its place has been taken by a clean, cheerful hive made of planed lumber.

The real machinery for honey making consists of small wooden frames, three or four inches square, arranged in order, tier upon tier and row beside row, inside the hive. These frames are made of narrow slats of veneer. The honey comb is built in these frames, each frame holding a square of comb, separate and distinct from all others. When the owner wishes to take his harvest, he simply opens the hives, lifts out as many of the filled honey frames as he wants, inserts empty ones in their place, and the

whole operation is orderly and clean. Not a drop of honey is wasted.

The manufacture of the honey frames is an industry of large size; for the frames are supplied by the million to bee keepers. The best are of basswood which is preferred because of its light weight, white color, and freedom from disagreeable odor and taste. It is tough and strong and is good for long service and is a guarantee of general satisfaction. Cottonwood, white pine, spruce and yellow poplar are much used, and other woods occasionally.

Sheets of rotary veneer are the raw material for the honey frames. The sheets are reduced to long, narrow strips, and these are cut in proper lengths and each is made into a square frame, ready for the honeycomb.

When the old hollow logs were used for hives, and even when rough boxes were substituted for the hollow logs, the bee moth and other insects or reptiles often robbed the hive of its honey and destroyed the bees. Such pests are easily controlled when the thin, sanitary frames are in use, because the frames may be lifted out and all intruders removed in a few minutes.

Lumber and Veneer Compared

Approximately 1,000 feet of logs are made into veneer for each 80,000 feet cut into lumber in the United States. When viewed in this way it becomes apparent that the veneer industry still lacks much of ranking with the lumber industry in point of quantity. According to government statistics, fifteen species of softwoods and 37 species of hardwoods, a total of 52, are cut into lumber in the United States; while veneer makers use nine softwoods and 30 hardwoods, a total of 39. It thus appears that while the makers of veneer use less than one and a half per cent as much wood as the lumber manufacturers use, they employ nearly as many woods. Veneer manufacturers use eleven imported woods, which is a larger number than is used for lumber.

Veneer is cut much thinner than lumber, and for that reason it goes much farther in actual use, and though eighty feet of logs are cut into lumber for one that is made into veneer, the veneer is proportionally more important from the standpoint of use.

Three times as much softwood as hardwood is manufactured into lumber, but the proportion of the two kinds of wood converted into veneer is very different, being about six feet of hardwood to one of softwood. The lumber manufacturer finds his principal source of material in the softwoods; the veneer maker finds his in the hardwoods.

Most of the expensive foreign woods go to veneer mills and a relatively small amount is converted into lumber. Mahogany, which is the most important foreign wood brought to the United States, is divided nearly equally between lumber and veneer, but veneer gets the larger part; while Spanish cedar, the second foreign wood in point of quantity, is all made into veneer. Records don't show that any of it is sawed into lumber. Though the name indicates that Spanish cedar is a softwood, it is not. It is as much a hardwood as mahogany, though not quite so hard.

The Origin of Veneer Panels

The origin of the veneer panel dates back a long time in the past, and the first cross-banding seems not to have been done with sheets of wood, but with sheets cut from the stem of a plant known in Egypt as papyrus. The plant has a triangular stem which was split in very thin sheets and layers were placed at right angles. The substance was soft and pressure was applied to make the layers stick together. No glue was needed. The small panels thus made were used as we use writing paper, and some of the oldest manuscripts in the world are on them. The idea of the veneer panel of two, three, or more plies, was present. Pressure is now applied in the panel factory to cause the wooden sheets to join with the glue spread between them. Sheets of papyrus had adhesive substance in them to take the place of glue.

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS

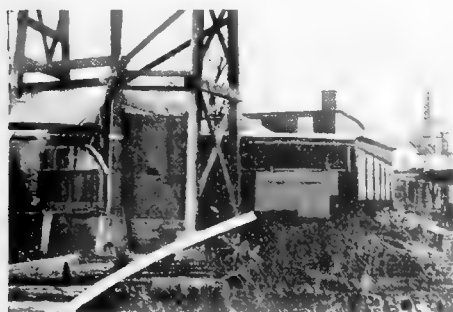
PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**



Wiscoway

A Big Point to Panel Buyers

From the time the log enters our veneer house to its shipment in the freight car as high grade panels, every phase of the transformation is based on methods thoroughly proven in our own cabinet departments to be productive of the most perfect product for cabinet work.



From the log yard to the loading platform Wiscoway panels follow well defined manufacturing methods, which result from years of manufacture for our own use as well as for the general trade.

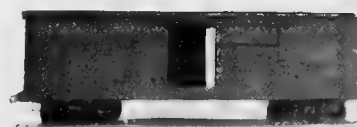
So varying are the requirements of different types of panels that the successful buyer should ask himself before each purchase, "why can this firm make my particular panels as they should be made?"

One thing alone indicates the answer—if that company has already made those panels successfully it can do so again.

Is there any surer way of learning the proper manufacturer of any type of panels than to use it in your own goods and locate and remedy any defects of manufacture or material in your own shop?

THE WISCONSIN CABINET & PANEL CO.
NEW LONDON, WISCONSIN

Wiscoway



We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length
VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

Glue and Glue Substitutes in Germany

A German technical journal of recent issue states that raw bones are now being made into glue by treatment with sulphur dioxide, the fat being removed with benzine and the mass being boiled in water under pressure. The resulting substance is a very good glue.

German papers contain numerous advertisements for glue and other adhesives. Frequently the advertisements state that the material is required for army orders. It is understood that no more animal glue is being released for the civilian shoe trade except in limited quantities for the manufacture of artificial sole leather, but that this material is reserved exclusively for factories which are working on military orders.

According to report the government carefully apportions the limited amounts of different kinds of adhesives among the various consuming trades. The February 10 issue of Bohemia contained an article stating, in regard to the general shortage of dextrin and gum arabic, that the juices from the stems of certain creeping plants and from certain kinds of bulbs, if properly evaporated and treated, would make a very suitable gum substitute for certain purposes.

Stocks of wax and shellac in Germany are understood to be entirely exhausted.

Birdseye Figure in Veneer

A notion prevails among many people that the figure known as birdseye belongs exclusively to maple. It is seen in maple oftener than in other woods, but the figure may occur in a number of trees. The figure is due to abnormal buds which never are able to break through the bark but may live many years in the outer layers of the wood, disturbing the fibers of the new growth and causing the figure which is seen later when the knife or saw cuts across the bud. Many buds persist during the early

years of the tree, but die and disappear later. That condition is often met with in yellow poplar. Birdseye is rather common near the heart of that tree but is rare in the outer portions of larger trunks. The figure may escape notice in poplar because little contrast of color appears; but a close examination will frequently reveal it. The figure is most advantageously studied in rotary veneer, no matter what kind of wood is under consideration.

Veneer for Cheese Boxes

They do not keep separate the wood that is converted into cheese boxes from that made into other dairy equipment, and precise figures cannot be quoted. The cheese box calls for both lumber and veneer, lumber for the top and bottom and veneer for the circular side. The side is formed by a single sheet. The wood used for the veneer depends upon the region where the manufacturing is done; many are suitable, since no special qualities are required, other than that no disagreeable odor be present. Among the woods found suitable for the veneer parts of cheese boxes are ash, butternut, basswood, aspen, maple, tamarack, and white pine. The list need not end there, for many others are doubtless suitable.

Machines have been invented that will cut wood in veneers of 110 sheets to the inch. That is pretty thin, but some of the lunch counters have machines which will cut meat in slices still thinner. They are used in sandwiches which at the price of ten cents each will make one ham fetch ten thousand dollars.

By reducing logs to veneer by the rotary or slicing process waste is kept down to the minimum, because no saw dust is produced. If provision is made for utilizing cores, slabs, and other rejected parts, the waste heap gets very little. The careful crating of veneer for shipment prevents breaking and splitting of sheets and further lessens waste.

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Figured Red Gum

A most charming and dignified cabinet wood



*A beautiful panel 14 by 22
inches in two finishes will be
sent free upon request.*

Finished natural, this beautiful wood works up most satisfactorily into furniture, show-cases, interior trim—any place where the artistic and the practical serve in harmony.

You can give your customers unparalleled values by using *Figured Gum* for living room, dining room, bed room, hall, den and miscellaneous furniture. The beautiful effects that can be produced with Figured Red Gum and produced at a very moderate expense, certainly recommend it for your first consideration.

You can get splendid values as well as exceptional service from our organization. Our specialty is *Figured Red Gum Veneer*. We carry an immense stock and will give your orders immediate and detailed attention. Manufacturers who buy Veneer in small lots will save local freight, eliminate damaged goods, and get better prices thru buying Veneer in cars with

HARDWOOD LUMBER

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

Mr. Furniture Man:

Is WALNUT getting scarce?

We say, emphatically, No!

You can secure WALNUT for all your requirements for the next several years.

Do not hesitate to adopt WALNUT for your LEADING LINE.

We can furnish your requirements in:

Veneers
Dimension Stock
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Walnut Exclusively

PICKREL WALNUT CO.

Clara Ave., near Natural Bridge

St. Louis, Missouri

Red Gum

Red gum belongs in the witchhazel family and it and witchhazel are the only members of the family among the trees of this country. Gum may attain a diameter of four feet, but an average size is not more than half of that, and while some trees exceed a height of 100 feet, the majority do not grow that tall.

The principal range of red gum lies south of a line drawn from Virginia to Missouri, and the finest timber is found in the lower Mississippi valley, and the best development is usually credited to Arkansas and Mississippi.

It is more abundant than any other single species of hardwood in this country, though all oaks taken together exceed gum in total quantity. The entire stand of red gum in the United States is believed to amount to about 45,000,000,000 feet, of which 11,000,000,000 are credited to Arkansas and 9,000,000,000 to Louisiana.

This tree grows well in very swampy ground, but it thrives also in well-drained soil. Its seeds are enclosed in a bur and they depend to some extent for dispersal upon becoming entangled in the wool, hair or feathers of quadrupeds and birds.

The trees are disposed to grow in thick groves. The crowding shades off the lower limbs and this results in clean, smooth trunks, tall and straight. This produces ideal material from which to cut veneer, and accounts, in part, for the favor in which gum is held by veneer manufacturers; but the quality of the wood, as to texture, grain, and color, are gum's chief recommendations as veneer wood.

In color, gum is of two kinds, heart which is reddish, and sap which is of paler tint. The tree itself is called red gum; but sometimes a distinction between heart and sapwood is recognized, and the former is spoken of as red gum, while the latter is called sap gum; but both kinds are cut from the same tree.

The usual figure of gum is due to dark coloring matter dispersed through the lighter wood, forming clouded and mottled effect in patterns somewhat irregular in form, yet arranged according to a general system. The figure is similar in arrangement to that characteristic of walnut but is lighter in tone than that of black walnut, but more nearly resembles the figure of Circassian walnut. The figure of gum exists in both sapwood and heartwood, but it is not found equally in all trees. In some there is so little figure that it can scarcely be noticed, or it may escape notice altogether. The most strongly-figured gum may successfully pass for Circassian walnut.

Gum has another figure, which is brought out by quarter-sawing; but while the figure is quite pleasing, it is not very strong and is usually held as less important than the other.

The growth rings are not sharply defined in gum and not much attention is given to the figure produced by cutting obliquely across the rings, as is often done with chestnut and ash.

Red gum is generally reduced to veneer by the rotary process. Quite a small percentage of the total output of gum veneer is made by slicing and sawing. The rotary process is followed in manufacturing ninety-nine percent of the total.

The uses of gum veneer are so various that it would be easier to make a list of places where it is not used than of those where it is. Most is employed in the manufacture of furniture, interior house finish, musical instruments, shipping boxes, and sewing machines.

Two species of cypress grow in the South. The common one is bald cypress. It is the main source of cypress lumber and occurs near the coast from Maryland to Texas and up the Mississippi valley to Missouri. The other is scarce and is more abundant in Georgia than in any other state. In English it is called swamp cypress, but botanists call it *Taxodium imbricarium*, which means shingle cypress.

— VENEERS — IN MAPLE — BIRCH

BIRDSEYE MAPLE

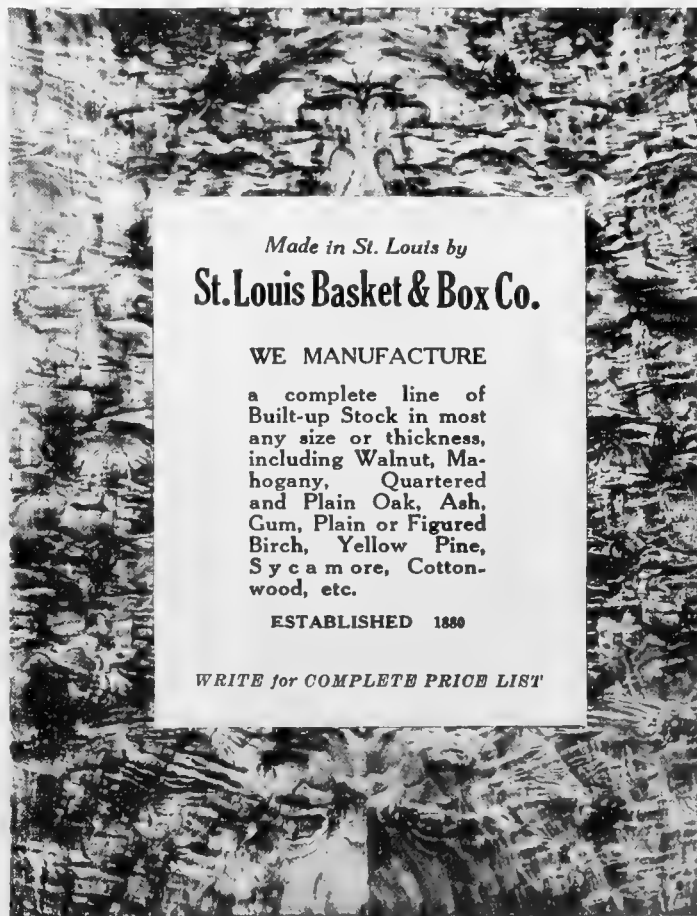
Plain Maple

Plain Birch

Can be furnished promptly in log run or dimension stock in local shipments or car lots.

Write, wire or telephone

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Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE
a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

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1919

That your success indirectly means
our success.

Let's get together.

Wishing you a Prosperous New
Year.

Astoria Veneer Mills & Dock Co.
New York City

The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

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CHICAGO

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Quality—None Better

We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving and usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed August 5, 1918.

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KANE MANUFACTURING CO.

28 E. JACKSON BLVD., CHICAGO



START your 1919 Christmas saving fund now by placing orders with us for your needs in hardwood lumber during the next three hundred and sixty-five days. Your large savings will be surprising. Write or wire us for prices.

With best wishes for a Prosperous New Year.



THE G.W. JONES LUMBER COMPANY

MANUFACTURERS OF
NORTHERN AND SOUTHERN HARDWOODS
APPLETON, WISCONSIN

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Ages Attained by Trees

A tree's size is no guide to its age. A good many people fail to get a grip on that fact. From time to time articles make the rounds of magazines and papers, purporting to give instances of very old trees in various parts of the world; and the farther away these trees are, the greater interest some people take in them. In almost every such instance, the estimate of the tree's age is based on its size. However, a tradition is sometimes cited to give authority to the claims of great age.

There are two reliable methods of fixing a tree's age, and only two. One is, to count the growth rings from the center to the bark. It will not do to count part of the rings and estimate the balance, because a tree does not generally grow at a uniform rate during its whole life, and some of the rings are wider than others. The number of rings gives the tree's age in years, because each year produces one ring. The other method of arriving at a tree's age is to consult a record of the time when it began its existence and of the time when it fell. The included period represents the tree's age. In some instances such records are obtainable for old trees, but usually they are not. It is not ordinarily practicable to count the rings of a standing tree, though it may occasionally be done. For that reason, the ages of standing trees are seldom determined by counting their rings.

The conclusion that because a tree is very large it must be very old, is the result of faulty reasoning; but there are many instances where such conclusions have been announced as facts. A certain cypress tree in Mexico, that Humboldt measured, is a familiar example. Because this tree is nearly forty feet in diameter, its age has been variously estimated from 5,000 to 7,000 years. The estimate is absolutely worthless. That massive trunk is made up of a dozen or so smaller trees which stood so closely together when young that they grew fast to one another, thus forming one bale of many smaller ones. The age, of course, is no greater than the age of the oldest of the individuals forming the trunk.

Certain South American trees are credited with being nearly 10,000 years old because they are very large; and in India and Australia there are others of the same sort. Yet those trees may be smaller than others in other parts of the world that are known to be less than a thousand years old.

What, then, is the greatest age that trees can attain? Nobody knows. Some kinds of trees live longer than others. Every tree lives until it meets a fatal accident. If it succumbs to "old age," even that is an accident that never fails to prove fatal, for it weakens the tree so that insects, fungus, or malnutrition kills it. So long as a tree bears leaves, it grows. The average ages of mature trees of certain kinds are pretty well known. The jack pine of our northern states and Canada lives from eighty to one hundred years, if it escapes fire and the ax. Some oaks may attain 500 years, but probably not one in ten thousand is that old. That is believed to be about the extreme limit of the age of white pine; but in the lumbered tracts one would likely count the rings on many thousand pine stumps before finding one as much as 400 years old. Bald cypress may attain an age of 800 years. Some stumps have nearly that many rings. Western red cedar has been known to exceed an age of 1,200 years, and that is about the limit of Douglas fir.

The sequoias or redwoods of California are generally conceded to be the longest-lived of American trees, but a great deal of fiction and guesswork concerning their ages has been published. They are said to be "the oldest living things," and that may be true; but no dependence should be placed in claims of 4,000 or 5,000 years as the ages of these trees. It is true that John Muir counted 4,000 rings on one of these trees, and he was worthy of belief. He was so worthy of belief that he was careful not to state that the tree was 4,000 years old. He said the rings were so wavy and folded

that he was uncertain. Ages exceeding 2,000 years for some of these trees appear to be well authenticated. An exact count and measurement of a tree a little less than 28 feet in diameter is a record in the United States Forest Service, showing an age of 1,245 years when that tree was cut in 1864. It was one of the largest sequoias on record, though not the oldest.

It is not possible to determine an average age of trees, without being particular to specify the kind of trees, their number, and several other factors. The average age of merchantable trees encountered by one walking through the forests in those parts of the United States east of the Rocky Mountains is probably less than 200 years, though many are much older. Persons who wish to have first-hand knowledge of forest trees will do well to cultivate the habit of counting rings in sawlogs and stumps in various localities and of different species. Such experience will lead to a good deal of practical knowledge of tree ages. It will assist in checking up on some of the wild guesses one often hears concerning ages of trees.

An oak tree that grew in the court house yard at Monroe, La., was 49 inches in diameter and 55 years old. In northwestern Oklahoma and southern Kansas there are thousands of oaks older than that and not one inch in diameter. A pine near Monterey, California, was 35 inches in diameter and 42 years old. On the high mountains of the same state there are pines much older, yet not large enough for canes. These instances serve to emphasize the fact that size is not a reliable guide to the ages of trees.

No Wood Exports from Russia

The bolsheviks of Russia are systematically killing all business which yet remains in that wretched country. The latest movement in that direction was an announcement or order that all timber shall be worked only by committees directly responsible to the government, and that no wood shall be exported. This order is in effect only in those parts of Russia under control of the red forces, or anarchists represented by Lenine. That means only the region tributary to Petrograd at this time. So far as the result can be foreseen, it will prevent the shipment of lumber of any kind from that region to other European countries, and will provide that much more market for the output of American saw mills. The order will probably have little effect, because Russia is not now in a position to export lumber, veneer, timber, or anything else that civilized countries will want to buy.

The Comparative Value of Lumber

A correspondent writes to the Parkersburg, W. Va., Sentinel to prove that lumber is one of the cheapest commodities in that market and that since 1913 it has advanced in price less than the average of other commodities. It is asserted that the increase in the average price of lumber there has been 39 per cent in five years, while other commodities, arranged in groups and averaged, have advanced 100 per cent. These commodities which would have been required in exchange for 1,000 feet of lumber in 1913, could now be exchanged for 1,440 feet of the same grade of lumber.

Ships for ocean voyages were built on the Ohio river at Pittsburgh and below about 120 years ago. Some of the vessels visited Europe, and one of them was held up in an Italian port because the authorities suspected that its papers were forgeries, because its home port, Marietta, had never been heard of in that part of Italy. The Ohio river ships were constructed largely of black walnut. They sailed from Pittsburgh with cargoes of coal, and with walnut, cherry, and birch furniture.

Unearthing Black Walnut Logs

The Pickrel Walnut Company, St. Louis, recently landed four black walnut logs at its mill, and the history of the logs is a little out of the ordinary. Beginning earlier than there was any history in that region, and coming down to about 1870, a fine walnut tree stood on the bank of the Missouri river on the northern boundary of St. Louis county. An old wagon road had long led down the river bluff to the ferry and the walnut tree stood by that road, well known to wagoners and travelers since pioneer times. Finally, about fifty years ago, the old walnut tree fell and lay by the road until a flood in the river buried the log from sight and it soon passed from the memory of most people who had known it; but a few old people remembered it.

During the march of improvements, the river was bridged, the ferry was abandoned, and the old wagon road was gradually almost obliterated by sediment deposited by the muddy Missouri. Nothing happened until early in the present year when the river began to cut its bank, and in a short time the top end of the old log was exposed to view where the bank was being undermined. The exposed portion of the trunk was deep under water, and an extra long saw was used to cut it.

Walnut was worth more in 1918 than it had been in 1870 when no one went to the trouble of cutting the trunk that lay on the surface of the ground. Having sawed off the top of the log, the men dug the remainder from under many feet of earth, until they had brought to view a log forty-six feet long, and thirty-seven inches in diameter at the small end. The highest part of the log as it lay buried was thirteen feet above low water, and the lowest part was several feet under water.

The trunk was cut into four logs, three of twelve and one of ten feet. The wood was found sound and perfect, not even the sap showing signs of decay. The trunk contained no defects.

This is not a solitary instance. The changing course of the river each year brings out several carloads of these river logs, but such large and perfect specimens are not usual.

Lumbermen's Protective League Disbands

At a meeting of representative lumbermen and loggers at the Washington Hotel in Seattle a few days ago, the Lumbermen's Protective League, which was formed in the summer of 1917 to represent the interests of employers in the lumber industry, was formally disbanded and the funds remaining in the treasury were voted to the American Red Cross.

Since the formation and successful operation of the Loyal Legion of Loggers and Lumbermen the employers have had no need for a separate organization of their own and the league, therefore, has been inactive for nearly a year.

At the time the league was formed, there was much agitation on the part of the I. W. W. and other irresponsible elements for strikes and disturbances in the lumber industry, and the employers were compelled to form an organization to represent their interests to combat the agitation.

Shortly thereafter the War Department, through Colonel Brice P. Disque, effected the organization of the Loyal Legion, which since has adequately represented the interests of both employers and employees in all activities of the industry.

Now that the Loyal Legion is to be continued on a peace basis, abandonment of the league was unanimously agreed upon. The meeting in Seattle merely was for the purpose of taking formal action toward this end.

Virginia Lumber Company Organized

The Virginia Lumber Company has been organized as the successor of L. F. Jackson. The main office is in Chicago but the mills are at Coeburn, Va. The manufacture of dimension stock will be continued, and poplar and oak will predominate. These two woods are abundant in that part of Virginia. The company will also produce wagon and farm implement stock and material for furniture.

Death of Howard S. Jennings

On January 1, 1919, at his home in Munising, Mich., occurred the death of Howard S. Jennings, general manager at that place for the Superior Lumber & Cedar Company, which is a concern allied with Jackson & Tindle of Grand Rapids, Mich., and Buffalo, N. Y. Mr. Jennings had been in the employ of the Superior Lumber & Cedar Company about three years, during which time he lived at Munising. He was elected mayor of



ILLUSTRATING THE ENDURING QUALITY OF WALNUT. THESE LOGS WERE BURIED IN A RIVER BED FOR HALF A CENTURY AND CAME OUT WITHOUT A BLEMISH, EVEN THE SAP BEING INTACT.



that town, but later resigned because of press of business. Mr. Jennings was well known and highly esteemed in the Upper Peninsula of Michigan and likewise among lumbermen of Chicago. Death was due to pneumonia. He was a native of Bridgeport, Conn., and leaves a widow, son, and several brothers.

New Hardwood Operation in Texas

Rex H. Brown, until recently manager of the hardwood department of the Beaumont Lumber Company at Beaumont, Texas, is now in business for himself with offices in Houston. His plant is located at Dyersdale, eleven miles from Houston. It has a capacity of 25,000 feet a day of oak and gum lumber.

Cracks in the heart of trees are sometimes attributed to strokes of lightning, and such splits are known as "thundershakes." Neither lightning nor thunder has anything to do with them.

Dawson Lumber Company Starts Business

Feeling that the future of the hardwood industry is more promising than at any previous time in its history, the Dawson Lumber Company of Louisville opened for business on January 2. This concern was organized several months ago, but decided to sidetrack its plans until the close of war. Now conditions are again promising, and the company has gotten ready to make a hard drive, featuring poplar and other hardwoods.

The Dawson Lumber Company is incorporated with a capital of \$30,000. J. L. Dawson of Louisville is president, John W. Kitchen of Ashland, vice-president, and R. S. Dawson of Louisville, secretary-treasurer. Mr. J. L. Dawson has been connected with the Norman Lumber Company for the past fifteen years, in the capacity of purchasing agent and sales manager. John Kitchen of Ashland is an officer and stockholder, but will not be active in the management. Mr. Kitchen is a large eastern Kentucky hardwood operator and well known in the trade. R. S. Dawson has been in the lumber business for ten years, having started with the Kentucky Wagon Manufacturing Company, and later being with the Norman Lumber Company. For the past few years he has been with the North Vernon Lumber Company of North Vernon, Ind., at its Louisville plant. All three men have had a very wide experience in the hardwood industry, and especially in handling Kentucky and Indiana oak, poplar and other hardwoods.

This company has recently closed a lease with the Louisville Planing Mill Company for the old mill property of the Parkland Sawmill Company. Beech and Woodlawn streets. This property will be used as a rehandling yard. Offices for the present will be over the offices of the Louisville Planing Mill Company, but will later be in a new building which will be erected in the spring.

The company has made arrangements with adjoining lumber concerns for dressing and finishing stock, and will feature both rough and dressed lumber. Later on it plans on entering the manufacturing end, featuring beveled poplar siding, and probably poplar box shooks. The poplar line is the one that will be featured to the greatest extent, as J. L. Dawson has been a poplar man for a number of years, but the company will handle a general line of hardwoods, from the South and adjoining districts.

During the past year the company was incorporated, and a plant was purchased in South Louisville and partly equipped. J. L. Dawson was not especially pleased with the outlook at that time, and was made an excellent offer on the plant, which he turned over at a nice profit without turning a wheel. However, he is now in the hardwood game to stay, and believes that 1919 affords great prospects for the general hardwood industry.

Roussel-Ryan Wedding

On January 2, 1919, at the home of the bride at Memphis, Tenn., occurred the marriage of George Albert Roussel and Miss Kathryn Francis Ryan, Monsignor Murphy of St. Patrick's Church officiating. The attendants were Miss Claire V. Ryan, sister of the bride, and St. Claire Roussel, brother of the groom. The bride is a daughter of Mr. and Mrs. Philip A. Ryan of Memphis. Mr. Ryan is head of the Philip A. Ryan Lumber Company, whose mills are at Lufkin, Texas. Mr. Roussel has been with the United States Pure Food Department, in the Lufkin district. He was formerly with the Angelina County Lumber Company. Miss Ryan for the past year had been with the P. A. Ryan Lumber Company at Lufkin. She is an accomplished violinist. Mr. and Mrs. Roussel will make their home in Lufkin.



J. L. DAWSON, PRESIDENT DAWSON LUMBER COMPANY.



R. S. DAWSON, SECRETARY-TREASURER DAWSON LUMBER COMPANY.



W. W. BROWN, CHICAGO, ILL.

New Lumber Company for Memphis

Thompson & De Fenelon is the style of the latest addition to the Memphis hardwood trade. The firm was organized to handle ash, oak and gum and is located in the Central State National Bank building at Memphis. The active man in the business is I. S. De Fenelon, who has been well-known for his association in the purchasing department of the Anchor Saw Mills Company, Memphis. He will be the active manager and will have associated with him Jake Thompson of Powell, Miss. Several mill cuts have already been secured.

Upham & Walsh, Inc., Succeeds Upham & Agler

Upham & Walsh, Inc., a \$150,000 company, with that amount of money all paid in, succeeds the old firm of Upham & Agler on Throop street, Chicago. James C. Walsh, who has been manager of the company since the death of Oliver O. Agler several years ago, retains his association with Fred W. Upham, Walsh becoming vice-president and treasurer, and continuing in active management of the concern.

The concern does a wholesale hardwood lumber business, but Mr. Walsh states that there will be absolutely no change in its policy or methods.

Adair Lockwood Dies

Adair Lockwood, vice-president of the Germain Company, Pittsburgh, Pa., died on Monday, January 6, following a virulent attack of influenza, which developed into pneumonia.

Mr. Lockwood had a wide experience in the lumber business. He was thirty-four years old at the time of his death and was born in Houston, Tex.

After graduation from college he entered the employ of the Kirby Lumber Company, later becoming sales manager for the Thompson-Tucker Lumber Company, and also for the American Lumber Company at Merryville, La.

His connection with the Germain Company started in 1913 when he became sales manager, attaining the office of vice-president two years ago. During 1917 and part of 1918 he was in charge of western sales in the Chicago office.

Mr. Lockwood is survived by his widow and daughter, Marjorie, thirteen years of age. Also by his father and mother and a sister.

The services took place in the Pittsburgh Cathedral at nine o'clock Wednesday morning, January 8.

W. W. Brown Organizes Sales Agency

W. W. Brown, formerly of Two Rivers, Wis., but more recently in the government service as buyer of airplane veneers and hardwoods, has opened offices at 1630 Old Colony building, Chicago, where he will operate a lumber sales agency.

Mr. Brown is recognized as a ranking expert in northern hardwoods and takes up his new work with every promise for successful development. Previous to going in on government war work he was wood expert and buyer for the Hamilton Manufacturing Company, Two Rivers, Wis., with which concern he had been associated for a number of years. During one interval, however, he served as hardwood sales manager for a very large Wisconsin operation, but left to return again to the Two Rivers connection.

Mr. Brown will cover territory within a prescribed radius around Chicago, and will handle the stock for two Wisconsin mills well known for the quality of their output and the integrity of their business methods, namely, the Rib Lake Lumber Company of Rib Lake, Wis., and the Brooks & Ross Lumber Company, Schofield, Wis. Both concerns are large operators and Mr. Brown will have available a very complete and well assorted stock of high-grade lumber.

The Cruel Test of War Service—

Has proven American Black Walnut to have the most dependable structural characteristics of any known wood;

Has shown that the visible supply is probably 1,000,000,000 feet rather than 100,000,000 feet formerly considered the limit;

Has focused public attention on walnut and awakened public appreciation of walnut as the wood to use in furniture that is bought to keep.

Woodworkers, consider these signs of the times in making your plans!



American Walnut Manufacturers' Association

McLachlen Building

Washington, D. C.

The Mail Bag

B 1206—Cut Oval Pieces

Philadelphia, Pa., December 23.—EDITOR HARDWOOD RECORD: We are in the market for a supply of cut oval pieces of 5, 4 and 6, 4 oak 6" wide or over. These can be made from the cuttings of oak.

Can you send us the names of any planing mills nearby that can furnish these oval pieces and can also make up cleated cutting and chopping boards to order, from heavy maple?

We are always in the market for oval, round and oblong boards which can be made from mill cuttings of hardwood, cut on band saw, sanded finish.

It has been claimed that the finest cherry timber ever cut in this country grew in the western part of New York. Most of it was cut before any railroads had been built into that region.

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE and RED OAK and YELLOW POPLAR
We make a specialty of Oak and Hickory Imple-
ment, Wagon and Vehicle Stock in the rough
Your Inquiries Solicited
ARLINGTON LUMBER CO., Arlington, Kentucky

Still Better Service
TO YOU IS OUR
MOTTO FOR 1919
Hardwoods Especially



Wistar, Underhill & Nixon
PHILADELPHIA, PENNSYLVANIA
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WE HANDLE ALL TROPICAL HARDWOODS
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War & Reconstruction

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Clubs and Associations

Wood Preservers to Meet

The fifteenth annual meeting of the American Wood Preservers' Association will be held at Hotel Statler, St. Louis, on January 28 and 29. A program has been prepared which will provide for discussion of various problems brought to the front by the war and which have a direct bearing upon the wood preserving business.

Lumber Committee Meeting

President Horace F. Taylor has called a meeting of the executive committee and board of trustees of the National Wholesale Lumber Dealers' Association to be held at the association offices, 66 Broadway, New York City, on Tuesday and Wednesday, January 14 and 15, 1919. This is the usual midwinter meeting of the trustees. It will fix the time and place of the association's annual meeting.

Appalachian Logging Congress

On the publishing date of this issue of HARDWOOD RECORD the annual meeting of the Appalachian Logging Congress was opened at the Phoenix hotel, Lexington, Ky. This meeting has become quite a famous event in southern logging circles and is always well attended and productive of good results. Edwin A. Gaskill is president, being in charge of log work of the Turkey Foot Lumber Company, Cressmont, Ky. The meeting promises this year to be unusually successful.

Among the speakers will be John Raine of the Meadow River Lumber Company, Rainelle, W. Va.; Henry F. Holt, logging engineer at Asheville, N. C.; William Latham, John F. Shea, C. L. Babcock, Vice-president Geisteiger, Dr. Stanley L. Krebs. The delegates will be invited by President Gaskill to visit the Turkey Foot operations.

There will be a strong representation of the Knoxville Lumbermen's Club, who will endeavor to secure the April meeting of the logging congress for Knoxville. Knoxville now is equipped with first-class hotel accommodations and is well qualified to entertain the organization.

Jurisdiction of Interstate Commerce Commission

The following resolution, proposed by the representatives of the National Lumber Manufacturers' Association, was adopted by the industrial advisory council endorsing the Cummins Bill:

In order to prevent unnecessary disarrangement of existing freight rate adjustments between competing shippers and to facilitate the early return of the railroads to private operation with such safeguards as the public and the railroads may require, the Interstate Commerce Commission should have the same jurisdiction over freight rates, classifications, rules and procedure now administered by the railroad administration as it heretofore exercised over the railroads when under private operation. Therefore this council endorses the Cummins bill now before Congress, which would give to the Interstate Commerce Commission, such jurisdiction.

No Longer Need Export Licenses

Licenses are no longer required on export shipments of the following kinds of logs, lumber, timber and woods, according to a ruling which has just reached Memphis by the Southern Hardwood Traffic Association from the War Trade Board at Washington:

Ash, birch, chestnut, fir timber, mahogany, oak, quebracho, spruce, veneer and plywoods of all kinds, walnut and yellow pine measuring 12x12" and larger and twenty-five feet or longer.

The association, in announcing this ruling, calls particular attention to the fact that shippers' export declarations, in quadruplicate, are still necessary and that they must be secured before shipments of lumber or other forest products are attempted to foreign countries.

This ruling, eliminating the necessity of securing export licenses, became effective January 4.

With the Trade

Mahogany and the Airplane Investigation

The Mahogany Manufacturers' & Importers' Association, J. C. Wickliffe of the C. C. Mengel & Brothers Company, Louisville; C. R. Mengel of that company, and the mahogany trade as a whole, were given a clean record in a story sent from Washington on January 6 which went into the details of the arrangement by which Mr. Wickliffe drew a salary of \$4,000 a year from the government as a mahogany expert and at the same time received \$350 a month from the company to which he belonged.

The investigation showed that Mr. Wickliffe was drawing a salary of \$6,000 a year from the Mengel company as secretary at the time the government requested his services as an expert, and asked him to leave Louisville and go to Washington on a salary of \$4,000. That would entail a clear loss of \$2,000 a year on salary, to say nothing of the increased expense of living in Washington. To meet that, and to enable Mr. Wickliffe to give his services to the government, the Mengel company offered to

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

pay him \$350 a month and to consider that sum as a donation to the government.

Mr. Wickliffe declined to accept the money under that arrangement until it was approved by H. K. S. Williams, who was Mr. Wickliffe's chief in the government service. With that approved, the \$350 per month from the Mengel company was accepted. It was soon arranged that the Mahogany Manufacturers' and Importers' Association should assume the payment of this sum monthly. This continued until the bureau of aircraft production disapproved the arrangement and Mr. Wickliffe was requested to decline further compensation from the mahogany association. He was promised that steps would be taken to increase his pay from the government to \$8,200 a year.

The facts were brought out by the Hughes report of the airplane production, and the matter was turned over to the Federal Trade Commission to determine whether the government had been overcharged for the mahogany it had bought. The question of the reasonableness of the prices paid has not yet been passed upon.

Pertinent Information

Schools and Prisons

Finland has prepared a budget of expenses for the first year as an independent country. Among the items to be provided are education, \$3,860,000; army, \$23,160,000; prisons, \$38,600,000. If they would spend a little more on education they might not need to spend so much on prisons. An interesting point is that they expect to raise a large part of the revenue from tax on forests and lumber.

A Memorable Mahogany Bridge

The Insular Lumber Company of Manila, Philippine Islands, has on its right of way a bridge of solid mahogany which probably is the largest ever made of this wood. Its extreme length is 468 feet, and its extreme height is thirty-nine feet. It has three spans, each of eighty-six feet. A number of the timbers are ninety-six feet long and thirty inches square. The bridge was built by Fred McCurdy, who was shortly afterward killed by a native who took that method of showing his disapproval of the building of the logging road across land belonging to natives. The company had proceeded according to law, but the half savage native was not disposed to abide by the law.

National Receipts from Interest

The receipts from interest which foreign governments will pay yearly to the United States will amount to \$500,000,000. This is for money loaned during the war. That will go a long way toward paying the interest to our own bondholders and should reduce by that amount the taxes which our people must pay in order to take care of our indebtedness on account of the war. We have more gold than any other country in the world, and our resources exceed those of any other country, while our national debt is comparatively smaller than the debts of most countries. The president of the National City Bank of New York recently expressed it as his opinion that we came out of the war actually richer than we went in.

The Englishmen Are Puzzled

Where some of the English forests were recently cut, a growth of furze has taken possession of the log roads and tracks, causing green lanes and lines by which the roads can be traced in all their meanderings and branchings. The grounds outside of the roads are for the most part bare.

Some people are puzzled to account for what they regard as a miracle or special creation; for it is claimed that the furze was not on the ground before the trees were cut, and whence came the seeds from which the new growth has sprung up?

It is not easy to account for it, as far away as we are; but it is probably no more mysterious, or miraculous, or a "special creation," than is the phenomenon seen frequently in this country when fire cherry springs up by millions on tracts suddenly stripped of timber by fire or otherwise. Nobody had noticed any cherry on the ground before, and some people are sure none was there, and they concluded that only some sort of special creation can account for such multitudes of seedlings springing up from nothing.

A little scientific investigation, however, has revealed that the cherry seeds were on the ground before the trees were removed, having been carried there by birds. The seeds may lie a long time on the leaves and litter, and not germinate; but remove the tree canopy and the leaf cover and the seeds will germinate. Fire usually is the agent that removes the leaf cover to let the cherry seeds down in the mineral soil where they begin to grow.

The growth of gorse which seems to be puzzling some of our kinsmen in England, can probably be accounted for in the same way. In the log roads the mineral soil is stirred and the seeds come in contact with it and grow there rather than where the soil has not been disturbed. Gorse is a shrub closely resembling our ground cypress or ground juniper (*Juniperus communis*) in the northern states.

We have the Following Stock:

ONE YEAR DRY

100,000 ft. 4/4 No. 1 C. Plain Red Oak
100,000 ft. 4/4 No. 2 C. Plain Red Oak
100,000 ft. 4/4 No. 1 C. Plain White Oak
100,000 ft. 4/4 Sel. Cypress

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PELICAN LUMBER CO.
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Swain-Roach Lumber Co. SEYMOUR, IND.

We Manufacture—

White Oak	Elm	Ash
Red Oak	Maple	Walnut
Poplar	Gum	Cherry
Hickory	Sycamore	Chestnut, Etc.

Plain Oak—1 car 2", 2 cars 2 1/2", 1 car 3/4 FAS. Soft Maple—2 cars 2 1/2" No. 1 com. & better. Soft Elm—1/2 car 3", 1/2 car 2 1/2" and 4 cars 8/4 Log Run. 1 car 4/4 No. 1 & No. 2 com. Red Gum, 1/2 car 10/4 No. 1 com. & better. Quartered Red Gum, 1 car 4/4 Log Run Quartered Black Gum; 3 cars 4/4 FAS Quartered White Oak.

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STRAIGHT or MIXED CARLOADS
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We Want to Buy "POPLAR"

1" Firsts and Seconds,
Selects and Saps. Any quantity.

Can use stock 30 days or
longer on sticks

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All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Shawano County Hard Maple

Is Our Specialty

Complete Stock of Northern Hardwoods

SOFT ELM

2 cars 6 4" 1s-2s, 60% 14 & 16'

BASSWOOD

2 cars 5 4" No. 1 Common

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High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Rattan Restrictions Removed

The war trade board announces that W. T. B. R 176, issued July 26, 1918, restricting the importation of rattans and reeds has been revoked, and that henceforth applications for licenses to import rattans and reeds will be considered by the war trade board for shipments from any country by any means of transportation.

Building Permits for October

The darkest hour comes just before the dawn. The total value of building permits issued for private construction work in 142 cities throughout the United States in October was less than for any month during the past six years. The nearest approach to this low-water mark was in January, 1918, when the returns from 110 cities showed a total of only \$400,000 greater value.

OFFICIAL REPORTS FROM 142 CITIES

The total value of these building permits, issued in 142 principal cities throughout the United States, as officially reported to the American Contractor for October, 1918, was \$26,279,711, as compared with \$43,244,788 in October, 1917, a decrease of thirty-nine per cent. The following table gives an interesting comparison of construction work in October for the past five years:

	No. of cities reported	Estimated value of buildings
1918.....	142	\$26,000,000
1917.....	142	43,000,000
1916.....	111	99,000,000
1915.....	111	78,000,000
1914.....	73	44,000,000

The recent ban on buildings which went into effect during September was fully operative during only one entire month, namely, October. It is obvious that once the government decided to eliminate private construction work, the measures it took to do so were very effective.

Gains are shown in twenty-six of the 142 cities listed, but these are only significant as indicating centers of war activities.

Portable Sawmills

Reports issued by the government are seldom interesting reading though they may be valuable as sources of information. The Forest Service has done the unusual thing by publishing bulletin 718—dealing with small sawmills. It was written by Daniel F. Seerey, logging engineer, and it is readable. It contains human interest which is a rare thing in any government report.

Mr. Seerey has evidently been through the mill himself, for he speaks with too much understanding to have acquired his knowledge from hearsay. He gives fatherly advice to those who contemplate going into the small sawmill business, pointing out the dangerous places. Some of his maxims and aphorisms sound like Emerson's philosophy or Franklin's "Poor Richard's Almanack." His commentary on the unprofitableness of green hands is very pointed, and he does not hesitate to say that many of them do not do enough to pay their board. His advice on the subject of kinspeople who tag around after the proprietor of a portable mill is full of pep. "Do not," Mr. Seerey advises the operator in a calm, fatherly way, "do not make your camp a dumping ground for all your male relatives. You are supposed to be running a sawmill, not a rest cure."

He has a good word to say for hens and hogs that are kept about the mills to eat the peach seeds and bread crusts that may be thrown out. He likewise puts in a good word for the horses which do the hauling. "An operator," says he, "will save money by keeping his horses idle in the barn, no matter how badly their services are needed, rather than allow a brainless teamster to pound them through the timber and over rocks, stumps, and mud holes."

Mr. Seerey says there is no money in sour dough grub although it may be all right in novels. Some of the highbrow experts on "cost finding," may think the author of the bulletin too primitive in his plans for keeping the books in a small sawmill; but he shows some ways of doing it which sound a little like the old bookkeeping with chalk on the barn door; nevertheless, he says, "Do not keep your accounts on a shingle."

Mr. Seerey is very strong on little maxims and suggestions for the small millman. "If you are financially unable," he says, "to make more than \$300 in advance payments, do not sign a contract to pay \$500." Similarly he suggests that a man whose mill can cut only 500,000 feet a year, should not sign a government contract to cut 5,000,000 feet in three years.

"Do not try to keep axes sharp with a rusty file. Try a grindstone." "Do not try to manufacture merchantable lumber with a dirty, rusty engine set on a rotten foundation with a shaky mandrel, rotten belting, a saw out of true and running at half speed under insufficient steam from a leaky boiler. It can't be done." "Blow your whistle at seven every morning and go to work at seven, not nine."

The bulletin contains 68 pages and it cannot be adequately reviewed in the small space that can be given it here. It is presumed that the Forest Service will send it free to those who ask for it, as no sale price is printed on it. All operators of small mills will find it interesting reading; and doubtless many a large mill owner, who passed through the small-mill stage long ago, will find it a stimulation to his early recollections when he "used to be so happy and so poor."

McAdoo's View of the Railroad Problem

On December 11 a letter dealing with the railroad problem was written by Director McAdoo to T. W. Sims, chairman of the interstate commerce Committee of the House of Representatives, Washington. The letter was intended to give the views of Mr. McAdoo as to what policy should be adopted. His conclusion is that the roads ought to be speedily returned to their owners, or else the government should operate them for a period of five years, and carry out a system of improvements involving the expenditure of \$500,000,000 a year during the five years. If the latter course shall be adopted, the necessary laws must be enacted by congress.

Areas of National Forests

The net area of all National forests at the close of the last fiscal year was 155,374,602 acres. That was about 210,000 acres more than the forests included one year earlier. Changes are constantly taking place, areas being added or taken away. Four new forests were proclaimed in 1918, namely, the Alabama, Shenandoah, Natural Bridge, and White Mountain. The combined area of these four forests is 730,894 acres. At this time the total area of all the national forests is 16,000,000 acres less than in 1910. This cutting down of areas has resulted chiefly from land classification by which lands which ought not to be retained in timber permanently are set aside for other uses.

Baltimore Exports

The much delayed report of exports from Baltimore for October does not afford evidence of a change for the better as far as the foreign situation is concerned. Of course, it is to be said that this month fell entirely within the war period, when no one could predict with any degree of certainty that the conflict would not continue for an indefinite time longer, and when all the restrictions were in full effect. None the less, the exhibit indicates a further narrowing of the movement, the month being among the smallest and least satisfactory recorded. The shipments of spruce attained some volume, and oak in fairly good quantities was also moved, but the rest of the list looks very much attenuated and makes it plain that the reports about a shutting out even of dunnage were well founded. The total declared value was only \$64,952, or about half of the aggregate for the same month in 1917, but it is to be said also that the showing for October, 1917, would have been far smaller had it not been for the heavy shipments of spruce, which furnished almost four-fifths of the total.

In connection with exports it is a matter of interest to state that Frank Tiffany, London representative of the National Lumber Exporters' Association, is expected to attend the annual meeting of that organization at New Orleans January 22 and 23 next. His coming is awaited with something like eagerness, for he is expected to bring with him the fullest information obtainable in regard to the situation abroad and the prospects for a resumption of lumber shipments to European countries. Whether he will be able to clear up some of the doubtful points or not; it is certain that he is regarded as possessing fuller data as to the latest developments than have been available. According to present arrangements he will sail the first week in January, and will bring with him an exhaustive report of the work done by him, together with extensive observations on what may be expected in the way of a demand for the reconstruction to come.

American Furniture in Argentina

Harold E. Everly, special agent from the United States to South America, is preparing a report concerning prospects of selling furniture in Argentina, and a preliminary summary has been published, from which the following extract is taken:

Possibly the greatest influence retarding the development of American house-furniture trade in Argentina is the apparent lack of interest in that market displayed by United States manufacturers. Some of the commission houses have undertaken the sale of the cheaper grades of furniture, and on one or two occasions a Buenos Aires firm, which handles other entirely unrelated lines, made an attempt to introduce United States furniture, but did not succeed. A few years ago a salesman representing several American furniture firms came to Argentina to exploit the market. He was successful to a certain degree, since it was chiefly through his efforts that one of the best stores of Buenos Aires purchased a large order of furniture in the United States. However, this trade will not be permanent, for this house, which is English, will no doubt turn to England for future stocks when the war ends.

Today American furniture of excellent quality is practically unknown in Argentina, although nearly \$200,000 worth of it is now on the floors of one of the best furniture houses in Buenos Aires. It is being sold as the furniture of the house, and the fact is not advertised that it is the product of American furniture manufacturers, designed especially for that market. The only American house furniture that has been exhibited in Argentina as such has been of only the cheap grades, and it is not generally known that the United States produces any better.

American manufacturers of first-class house furniture have not, as yet, given any really effective support to an endeavor to introduce their product into Argentina, and until they are ready to spend time, energy, and money in getting their goods on that market they can not hope to share in this valuable business, which is now practically in the hands of European manufacturers. They will have to put the goods on the market in their own name before a really remunerative business can be established.

The yellow poplar now grows naturally nowhere except in the United States and China, and we have only one species of it. Two or three million years ago, more or less, eighteen kinds of yellow poplar grew on this continent, scattered from the Arctic Ocean to the Gulf of Mexico.

MAPLE

200M 1x6 and wider No. 1 C. & B.	90M 8/4 No. 1 C. & B.
1 C. & B.	180M 10/4 No. 1 C. & B.
70M 4/4 Quartersawn	78M 12/4 No. 1 C. & B.
40M 1 1/8 Quartersawn	74M 14/4 No. 1 C. & B.
35M 6/4 No. 1 C. & B.	90M 16/4 No. 1 C. & B.

SOFT ELM

400M 4/4 to 16/4 No. 2 C. & B. Dry Stock—Prompt Shipment. Fully Equipped Planing Mill.

East Jordan Lumber Co.

Manufacturers "IMPERIAL" Maple Flooring

East Jordan

Michigan

VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

75 M ft. of 4/4 No. 1 Com. & Btr. Birch
150 M ft. of 4/4 No. 1 & 2 Com. Birch
100 M ft. of 5/4 No. 1 & 2 Com. Birch
75 M ft. of 5/4 No. 1 Com. & Btr. Birch
100 M ft. of 6/4 No. 1 Com. & Btr. Birch
100 M ft. of 8/4 No. 2 Com. & Btr. Birch

Here's Something Unusually Good

MAPLE

12/4" 2 & Better.....	24,000 feet
10/4" 2 & Better.....	150,000 feet

ELM

6/4" 3 & Better.....	30,000 feet
8/4" 3 & Better.....	40,000 feet
12/4" 3 & Better.....	25,000 feet

BIRCH

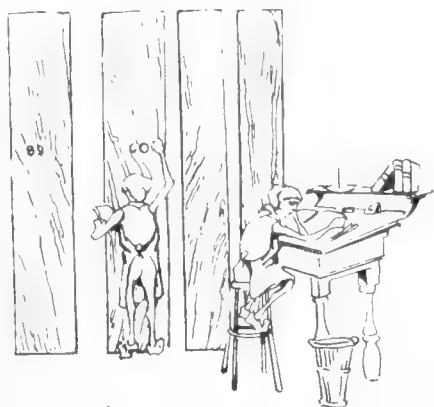
4/4" 3 & Better.....	80,000 feet
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The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company

GRAYLING, MICHIGAN

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



Our Prices Are Based on Intelligent Figuring of Fair Values

Fair values for any commodity are the best guarantee of quality. In hardwood lumber fair values are possible only when costs are intelligently established and shipments are made absolutely according to official grading.

All of our customers can thus be assured that the price they pay us is an intelligent representation of what the lumber is worth at the time of purchase. We are able to sell at actual cost plus a fair profit because a systematic study enables us to know what that cost is for each grade,

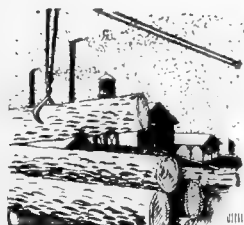
and we never ship except exactly as the grade specifies. This is a sound basis for maintaining satisfactory business relations over a long period.

Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

Manufacturers and Wholesalers
Pittsburgh, Pennsylvania

Five Mills: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.



GODFREY CONVEYORS

Will handle your logs by Power
Durable—Simple—Economical

Investigate! Immediate Deliveries

John F. Godfrey, Dept. 4, Elkhart, Ind.

Timber Rafting in the Past

The London Timber Trades Journal contains the following historical note concerning rafting timber on the sea:

There appears to be growing interest in the use of made-up rafts of timber for transport, but the idea is not a new one. A correspondent in a shipping contemporary writes: "Respecting the transport of timber, by constructing a float in the form of a ship's hull, it may interest your readers to know that in the early days of the nineteenth century Wood Brothers, shipbuilders, Port Glasgow, the builders of the Comet, used a similar method of bringing timber from Canada, the float being barque-rigged and sailing over." Today, too, the idea of using overseas timber rafts is not solely confined to the Baltic trade, for we hear that a firm of London agents are interested in a raft of steel framing, which has already been loaded with pitprops for conveyance from across the Atlantic to this country as soon as opportunity presents itself.

Project of a Channel Tunnel Revived

The project of a railway tunnel under the Strait of Dover, connecting England and France, was revived immediately upon the signing of the armistice. The plan was formed long ago, but the building of the tunnel was opposed in England through fear that the country might be invaded through the tunnel in time of war. The understanding between France and England is now so friendly that one no longer fears the other. With the completion of the tunnel trains will run from London to Paris in six hours.

Hardwood News Notes

◀ MISCELLANEOUS ▶

The following recent incorporations are noted: The Perrine Saw Mill Company, Montclair, N. J.; The Valdosta Casket Company, Valdosta, Ga.;

the T. J. Woodward Lumber Company, capital \$100,000, Asheville, N. C.; the Little Rock Casket Company, Little Rock, Ark.

At New Haven, Conn., the David H. Clark Company has been reincorporated with a capital of \$2,000.

The capital stock of the Central Lumber Company, Jackson, Miss., has been increased from \$30,000 to \$100,000.

The death is announced of John F. Dinkel of the Dinkel & Jewell Company, Tarrytown, N. Y.

The Norfolk Hardwood Lumber Company has been incorporated at Norfolk, Va., with a capital of \$50,000.

The Central Hardwood Company has recently begun a wholesaling hardwood lumber business at Meridian, Miss.

◀ CHICAGO ▶

The annual convention of the Northern Hemlock and Hardwood Manufacturers' Association will be held at the Pfister hotel, Milwaukee, on Thursday and Friday, January 30 and 31. The annual meeting of the Northern White Cedar Shingle Manufacturers' Association will be held at the same time and place.

The regular scheduled mid-winter meeting of the Michigan Hardwood Manufacturers' Association is dated for Wednesday, January 29, to be held at the Statler hotel, Detroit. The regular program will be carried out.

Friday, January 31, is the date for the second annual meeting of the Southern Alluvial Land Association, which is to be held at the Chisca hotel, Memphis, Tenn. An interesting program is promised.

L. L. Thomas, director and treasurer of the Negros-Philippine Lumber Company, San Francisco, Cal., and with offices at Cadiz, the island of Negros, P. I., passed through the city this week on his way East. Mr. Thomas is very optimistic over the future of woods coming from the Philippine Islands, and says that the markets are rapidly expanding. He seemed to be very well satisfied with the situation in general.

I. A. Minnick, president of the National Dry Kiln Company of Indianapolis, was in town for a few days of this week having been in Chicago on a business trip. Mr. Minnick is confident that developments indicate a strong future for the dry kiln business.

O. E. Ellis of the Hoosier Panel Company, New Albany, Ind., was in the city for several days of this week on business in connection with his company.

W. W. Brown who, as noted elsewhere in this issue, has started a

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



All Orders Shipped Strictly on Grade

Our manufacture is the product of the best equipment obtainable; our timber the result of a decade's selection; our service insured by the scope of our organization.

THE JANUARY LIST INCLUDES:

Plain White Oak

4/4" 1sts & 2nds.....	75,000'
4/4" No. 2 Common.....	15,000'
5/4" No. 1 Common.....	6,000'

Quartered White Oak

5/4" 1st & 2nds.....	3,000'
5/4" No. 1 Common.....	7,000'
6/4" 1sts & 2nds.....	3,000'
6/4" No. 1 Common.....	4,000'

Plain Red Oak

4/4" No. 2 Common.....	60,000'
5/4" No. 2 Common.....	15,000'
8/4" 1sts & 2nds.....	2,000'
8/4" Log Run.....	3,000'
8/4" No. 2 Common.....	3,000'

Mixed Red and White Oak

4/4" No. 3 Common.....	250,000'
5/4" No. 3 Common.....	20,000'
6/4" No. 3 Common.....	40,000'

Quartered Red Gum (Plain Wood)

4/4" No. 1 Common.....	11,000'
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Plain Red Gum (Figured Wood)

4/4" 1sts & 2nds.....	75,000'
4/4" No. 1 Common.....	40,000'
5/4" 1sts & 2nds.....	15,000'

Plain Red Gum (Plain Wood)

4/4" 1sts & 2nds.....	100,000'
4/4" No. 1 Common.....	75,000'

5/4" 1sts & 2nds.....	10,000'
6/4" No. 1 Common.....	7,000'
8/4" No. 1 Common.....	8,000'

Sap Gum

4/4" 1sts & 2nds, 6" & up.....	200,000'
4/4" Box Boards, 13"-17".....	50,000'

Cottonwood

4/4" 1sts & 2nds, 6"-12".....	75,000'
4/4" 1sts & 2nds, 13" & up.....	50,000'
5/4" 1sts & 2nds, 6" & up.....	7,500'
4/4" Box Boards, 13"-17".....	50,000'

Cypress

4/4" 1sts & 2nds.....	30,000'
4/4" Selects.....	45,000'
4/4" No. 1 & 2 Common.....	150,000'
5/4" Selects.....	6,000'
8/4" 1sts & 2nds.....	2,000'
8/4" Selects.....	25,000'

Elm

4/4" No. 1 Common & Better.....	50,000'
6/4" Log Run.....	100,000'
10/4" Log Run.....	11,000'
12/4" Log Run.....	200,000'

Maple

5/4" Log Run.....	5,000'
6/4" Log Run.....	35,000'
8/4" Log Run.....	35,000'
10/4" Log Run.....	9,000'
12/4" Log Run.....	21,000'

PAEPCKE LEICHT LUMBER COMPANY

GENERAL OFFICES

Conway Building, 111 W. Washington St.

MANUFACTURERS

SOUTHERN HARDWOODS

CHICAGO

SPECIALTIES:

COTTONWOOD,
SAP and RED GUM,
RED and WHITE OAK,
CYPRESS, ELM.

BAND MILLS:

HELENA, ARK.,
BLYTHEVILLE, ARK.,
GREENVILLE, MISS.,
CAIRO, ILL.

sales agency for northern mills with Chicago office, left town Wednesday night for a week's trip to the mills which he will represent.

John Utley of the Utley Holloway Lumber Company, city, says that he believes, according to what he can learn, that Glenn Holloway, associated with him in the company, will be back on the job now inside of a very few weeks, possibly by the early part of February. Mr. Holloway is serving as first lieutenant in the Twentieth Engineers, Forestry Regiment, and has been in France for the past year.

Charles S. Holt, secretary of the Holt Lumber Company, city, passed away recently.

The Balkwill & Patch Furniture Company, city, has lost one of its members through death, as has also the D. H. Fritts & Co., whose vice-president, George B. Fritts, died.

◀ BUFFALO ▶

An event of much interest to lumbermen is the War Exposition being held at the Broadway Auditorium and Elmwood Music Hall from January 4 to 12, with a great display of war equipment of all kinds. The advance sale of tickets indicated that this affair would be very largely attended and the lumber yards and offices planned to be there in force. The following members of the lumber trade were appointed members of the committee of business men who co-operated to make the exposition a great success: Fred M. Sullivan, J. B. Wall, Hugh McLean, O. E. Yeager, W. K. Jackson, H. F. Taylor, W. H. Gratwick, C. W. Hurd, E. J. Sturm and M. S. Tremaine.

Hugh McLean spent the week preceding New Year's at his old home at Thurso, Canada.

Lieut. John H. Wall, who has been stationed at Aberdeen, Wash., in connection with the spruce production division of the army, has returned to this city and resumed work with the Buffalo Hardwood Lumber Company.

◀ BALTIMORE ▶

The attention of the members of the National Lumber Exporters' Association and of all other shippers, is turned to the future in the foreign business, and the question most frequently asked is when the movement to Europe will open up. For the present, those informed as to the situation say, there are important obstacles in the way, one of them being the lack of tonnage and others are yet to be solved. The steamship men have thrown out feelers and suggested an early prospect of taking consignments on the basis of \$3.50 per 100 pounds as soon as cargo space becomes available. But for the present the British government is using all of the ten per cent that is theoretically available for the purpose, and other shippers have no chance whatever. Just how long it will take for the steamship lines to be in a position to accept shipments is entirely a matter of speculation. The British government itself is in the market as a seller, having contracted for great quantities of lumber, oak and other woods, which the sudden termination of the war rendered superfluous. It is estimated that such stocks amount to from 15,000,000 to 17,000,000 feet, some on the other side and some at various points in the United States. Naturally the British government desires to get rid of its acquisitions as soon as possible and in pursuance of this aim it is in a position to benefit by various advantages. One of these, of course, is trade control.

While the private shippers have a dim prospect of being able to forward stocks on the basis of \$3.50 per 100 pounds, the British authorities have been able to place their shipments in the home market on a freight rate of approximately \$17 per 1,000 feet, a difference so great that the private shipper simply cannot do business.

Gustave A. Farber, London representative of the Russe & Burgess, Inc., of Memphis, Tenn., who has been in the United States for several weeks, sailed last Monday on the Mauretania for England to resume his work on the other side.

In the annual report of President S. W. Fordyce of the Houston Oil Company of Texas, the stock of which is largely held in this city, there is given information about the damage done to the timber tracts of the company last August by the hurricane. On this subject the report says that it is practically impossible accurately to estimate the damage done, but from the best available sources of information, it is believed that 89,232,000 feet of yellow pine and hardwoods have been practically destroyed, or, if uninjured, are left subject to grave risk of ultimate destruction by fires and by the ravages of insects. It remains to be seen to what extent the damage may be offset by salvage, as this question involves not only legal complications, but also the matter of accessibility.

C. P. Rook, sales manager of the R. E. Wood Lumber Company, this city, who returned the day before Christmas from a trip south as far as Fontana, where his company owns a large sawmill, states that on his way back, December 19, he attended a banquet of furniture manufacturers at the Hotel Elwood in High Point, N. C. The members of the organization generally inclined to the view that inasmuch as the furniture dealers were either not buying at all or in a very small way, they (the manufacturers) would hold back with purchases of lumber, regardless of price. There is no disposition to haggle over the cost of such stocks of hardwood as may be wanted, but when it comes to buying for future requirements the purchasers are disposed to wait, and even attractive figures constitute no inducement.

Notices have been sent out to the trade here that with the end of the

year the old firm of Amos Bright & Co., Baltimore and Holliday streets, wholesale dealers in hardwoods, oak staves, walnut logs and other forest products, ceased to exist, and that it has been succeeded by the firm of Thos. F. Christopher & Co. Mr. Christopher is the proprietor of the new firm as he was of the old one, Mr. Bright having retired some time in 1918. There will be no change in methods or otherwise.

◀ COLUMBUS ▶

The name of the King Lumber Company, Canton, has been changed to the Walker Lumber Company.

The authorized capital of the Atlas Lumber Company of Cincinnati has been increased from \$25,000 to \$50,000.

Representative Longworth of Ohio has been promised by Chairman Small of the house committee on rivers and harbors that adequate provisions for continuing the improvement in the Ohio river from Pittsburgh to Cairo would be made in the next rivers and harbors bill. For some time the work was held up owing to war necessities. It is planned to have a nine-foot stage the year around between the two named cities.

Paul B. Sisson, secretary of the Western Lumber Company, Columbus, who was recently commissioned a first lieutenant of artillery, has been in Columbus over the holidays on a furlough. He will soon be permanently discharged from the service.

Ben L. Stephens & Company of Toledo has purchased the yard and business of Cottrell & Son at Curtis.

R. W. Horton of the W. M. Ritter Lumber Company, reports a quiet trade during the holiday period but that is the usual state of affairs. He says factories are going slow while dealers' stocks are generally pretty fair. More buying is expected when the semi-annual inventories are completed.

◀ EVANSVILLE ▶

Carl Wolfin, son of Charles A. Wolfin, manager of the Wolfin West Side Lumber Company, was here for the holidays visiting his parents. Mr. Wolfin is with the government aircraft production department and has been stationed at Niles, O., for the past several months.

J. C. Rea, president of the Indiana Coopers Company, whose large plant in this city was destroyed by fire several months ago, is home from Jackson, Miss., where he spent several months superintending the cutting of a large tract of timbered land that was left him by his late father, Thomas Jefferson Rea of Columbia, Tenn. A large part of the lumber cut from the tract was sold to the government. Mr. Rea says he is undecided about the rebuilding of his coopersage plant here.

William H. McCurdy, president of the Hercules Buggy Company, is at the head of the Hercules Mining Company that filed articles of incorporation a few days ago with the secretary of state at Springfield, Ill. The capital stock of the company is \$200,000. The company will operate four spar mines in Hardin county, Ill. The principal office of the company will be at Elizabethtown, Ill.

A few days ago fire destroyed one of the buildings of the Knight-Brinkerhoff Piano Company at Brazil, Ill., the blaze having been caused by the explosion of a tank of gasoline. The loss is about \$40,000 with partial insurance. The factory will be rebuilt at once, it is announced.

A. W. Lawson, head of the Lawson Aircraft Corporation of Green Bay, Wis., was in the city a few days recently interviewing officials of the Chamber of Commerce in regard to locating his plant here. The company is incorporated at \$200,000 and Mr. Lawson wants Evansville citizens to take \$30,000 worth of the stock in the concern. If they do this he will move his plant here.

John D. Craft, vice-president of the Hercules Buggy Company, says the new year has started off with much promise for the carriage manufacturers of the central west and that they are looking for this year to bring them in a much larger volume of business than last year.

D. B. MacLaren of the D. B. MacLaren Lumber Company, says the outlook for the hardwood manufacturers for this year is very good and within a short time he expects to see a big improvement in business.

The fact that the United States government during the recent war with Germany conducted an investigation to find out how much walnut timber is standing in the country developed the fact that there is considerable walnut in southern Indiana that is uncut. There is quite a lot of it too in southern Illinois and western and central Kentucky.

◀ MEMPHIS ▶

The Lumbermen's Club of Memphis is preparing a memorial tablet which will show the total amount of money invested by lumbermen of Memphis in Liberty bonds and war savings stamps, as well as contributed by them to the Red Cross, Y. M. C. A. and other war work funds during the period of the war. President McSweyn, acting under a resolution unanimously approved by the board of directors of this organization, has appointed a committee of five to secure the necessary data and make the compilation. F. E. Stonebraker, secretary of the Southern Alluvial Land Association, is chairman. The other members are: S. C. Major, John W. McClure, W. S. Darnell and George C. Ehemann.

Speaking of the tablet, President McSweyn said: "This tablet will be fashioned in such manner that it will be a delight to the eye and a record of the participation in general war work by the lumbermen which will undoubtedly be pointed to with great pride as the years go by."

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



F. E. Stonebraker, secretary of the Southern Alluvial Land Association, says that formal program is now being arranged for the forthcoming annual of that organization to be held in Memphis January 31. He intimates that there will be a number of unusual features and says that everything points to an exceptionally large attendance.

Ersine Williams has become sales manager for the General Lumber Company, of this city, and has already entered upon his new duties. He only recently secured his discharge from the officers' training camp at Camp Gordon, near Atlanta, following signing of the armistice by Germany. He is in line for a commission in the reserve corps of the regular army. Before entering the training camp last September, Mr. Williams was sales manager for the Bliss-Cook Oak Company, Blissville, Ark., and prior to his connection with that firm he was assistant sales manager for the Lamb-Fish Lumber Company. He therefore brings to his new connection, which handles all hardwoods but which specializes in cypress, wide experience in the selling end of the lumber business.

LOUISVILLE

Berry Norman of the Holly Ridge Lumber Company, has gone South for a few days to inspect the company's southern mills, and go over the general situation.

R. R. May, Louisville manager of the Southern Hardwood Traffic Association, who has been in the South, is expected back about January 15.

Preston Joyes of W. P. Brown & Sons Lumber Company, Louisville, reports the arrival of Preston Joyes, Jr. Mr. Joyes was recently commissioned a lieutenant at Camp Taylor, but has been mustered out and is back at the office again.

B. F. Avery & Sons, Louisville manufacturers of plows and tillage implements, have recently taken over the Champion line of harvesting machinery, formerly made by the International Harvester Company, which is being regulated by anti-trust laws. The Louisville concern will erect several additions to its plant, and increase its force from 800 to 1,200 people.

The Kentucky Wagon Manufacturing Company has recently declared a three per cent semi-annual dividend, the first of several years. Efficient management and excellent progress on war orders finally took the old concern out of the hands of the bankers and placed it on its feet.

With a capital of \$18,000 the Vine Grove Lumber Company, Vine Grove, Ky., has been incorporated by Neff Jenkins, William M. Essex, E. H. Massie and T. O. Gatton. The same men have incorporated the Glendale Lumber Company, Glendale, Ky., capital \$20,000.

The Wirth, Long & Borgel Company, manufacturers of interior fixtures, Louisville, has recently changed its title to the Wirth-Long Company, and increased its capital from \$20,000 to \$30,000.

The Louisville Board of Trade has recently adopted resolutions calling on Congress for the return of American railroads to their rightful owners at the earliest possible moment. The organization favors a continuation of open terminals, car pooling and direct routing of freights, however.

Announcement was recently made by the C. C. Mengel & Brother Company of Louisville, to the effect that it would sell at public auction 2,500 shares of common stock and 1,188 shares of preferred stock in the Richland Parish Lumber Company, a Kentucky corporation, which has a fine, but idle mill in Louisiana.

BEAUMONT

Ben S. Woodhead, president of the Beaumont Lumber Company, has been re-elected president of the Beaumont chamber of commerce, the first time that honor has been conferred upon a citizen in the history of the organization which dates back eighteen years. Mr. Woodhead was induced to rescind his determination not to accept another term when it was made known to him that the election was unanimous and the directors had refused to consider any other name.

Mr. Woodhead first began his career as a lumberman as a stenographer for the old Texas Tram & Lumber Company. He rapidly rose in that organization until it was purchased by the Kirby Lumber Company when he removed to Houston for a short time, being connected with the Continental Lumber Company. Returning to Beaumont, he organized the Beaumont Lumber Company, dealing in hardwood and yellow pine. When elected president of the chamber of commerce it was in debt and its activities at a low ebb. He promptly called the most influential members together, a large part of them lumbermen, and stated that if he was to have anything to do with the work it would have to be run on the same principle as he applied to the lumber business. At this meeting \$28,000 was raised to place the organization on its feet and, under his guidance, has accomplished more than in any previous five years of its history.

"Enormous business to follow," is well taken, according to a statement of L. L. Chipman, manager of the export department of the Long-Bell Lumber Company in a review of European conditions. Before the war Mr. Chipman was a frequent visitor to Europe in connection with the business of the company and has kept in close touch with lumber conditions on the other side of the Atlantic during hostilities.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

POPLAR

100,000 4/4" Com.	20,000 3" 2 Com.
150,000 6/4" Com.	200,000 4/4" 2 Com.
25,000 3" Com.	100,000 6/4" 2 Com.

OAK

10,000 3" 1&2 Plain Red
50,000 2" Com. Plain Red
50,000 6/4" 1&2 Plain White & Red
50,000 4/4" 1&2 Plain White
35,000 4/4" 1x2 Quartered White Oak
75,000 4/4" 2C Plain Red & White

ALL BAND—GOOD WIDTHS—DRY

KNOXVILLE, TENNESSEE

BAND MILLS AT

VESTAL A SUBURB OF
KNOXVILLE

FONDE, KY.

Plain & Qtd. Red & White

OAK

AND OTHER
HARDWOODS

Even Color

Soft Texture

MADE **MR** RIGHT
OAK FLOORING

We have 35,000,000 feet dry stock—all of
our own manufacture, from our own tim-
ber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

WISCONSIN

The Wisconsin Auto Body & Sales Company, Milwaukee, has been incorporated with a capital stock of \$15,000 to manufacture commercial and passenger car bodies, frames, cabs, etc. The incorporators are W. A. Rosenwald, G. Steger and B. M. Rosenwald.

E. J. Young, wholesale lumber dealer, Madison, is reorganizing his business as a corporation, styled the E. J. Young Lumber Company. Leo L. Lueders, for six years manager of the Madison branch of The Avery Company, Peoria, Ill., has resigned that position to become associated with Mr. Young. He formerly was engaged in the lumber business in Richland Center, Wis., and Des Moines, Ia. The Young company has extensive hardwood and general lumber interests in Marinette and Wausau, Wis., and in Montana, Alabama and Louisiana.

The Laun Lumber & Furniture Company, Elkhart Lake, has been incorporated with a capital stock of \$10,000 by J. B. Laun, Alfred R. Raeder, Henry Ross and Louis Laun.

G. M. Collins, Amberg, has completed the erection and equipment of a new sawmill in place of the plant which was destroyed by fire about two years ago.

The Multitone Manufacturing Company, Eau Claire, which has been manufacturing talking machines, cabinets, etc., in leased quarters for six months, is planning to build a plant of its own at an estimated cost of \$35,000 to relieve the congestion of its present factory. E. J. Sailstad is president and manager.

The Bissell Lumber Company, Marshfield, with saw and planing mills and veneer works at Tripoli, has moved its general offices into the new building of the Marshfield State Bank.

The J. S. Stearns Lumber Company, Odanah, recently resumed operations in its big saw and planing mill at that point after a shut-down of about six weeks during which the entire plant was overhauled and placed in shape for a continuous run until late next fall.

The Appleton Wood Products Company, Appleton, which was awarded a government contract for 50,000 saddle trees, received cancellation of the order just as the initial shipment was to have been made late in December.

The Janesville Housing Corporation has been organized at Janesville by leading manufacturers and business men to undertake an important home building program during the coming spring and summer. The capital stock is \$300,000. The incorporators include J. P. Cullen, Roger M. Cunningham, J. M. Connors and William McVicar.

The Curtis & Yale Company, Wausau, surprised its 350 employees at Christmastide by presenting each with a free life insurance policy, issued under the group insurance plan by the Aetna Life. The policies were delivered January 2.

A. L. Washburn, for many years general superintendent of the Brown-Mitcheson Company, Marinette, resigned January 1 to engage in business on his own account. His successor has not been chosen. Employees presented Mr. Washburn with a solid gold watch, chain and Masonic charm.

The International Toy Company, Eau Claire, a new manufacturing interest now operating in leased quarters, is making plans to erect its own plant, to be 60x300 feet in size, of frame and stucco construction, designed to carry out the idea of a huge toyhouse. Work will begin March 15. L. D. Pangborn is president and general manager.

The General Manufacturing Company, Milwaukee, has been incorporated with a capital stock of \$100,000 to manufacture talking machines and other musical instruments. The organizers include J. P. Shea, Michael Levin and Joseph G. Konop, attorney.

The Kenfield-Lamoreaux Company, Washburn, manufacturer of boxes, crating stock, veneers, etc., has completed important improvements which increase the general efficiency of the plant and promote economy in operation. A bonus system has been instituted for the benefit of its employees.

V. P. Baivier, Kiel, Manitowoc county, Wis., who has been manufacturing wooden shoes for domestic and export consumption on a small scale for many years, is greatly increasing the capacity to meet a broad demand from European countries.

Employees of the Badger Lumber & Manufacturing Company, Oshkosh, presented the three principal officers, H. O. Diestler, E. E. Meelus and Paul Steinhilber, with three fine office chairs at Christmas. The presentation was made when the officers entered the factory to make the annual distribution of gifts.

The Brown-Mitcheson Company, Marinette, distributed about \$2,500 among its 175 employees as a bonus on the year's wages.

The Lake Side Craft Shop, Sheboygan, manufacturer of hardwood art goods, furniture, novelties, etc., will build a two-story frame factory addition, 70x100 feet, as soon as weather conditions permit.

Six of seven large sawmills at Antigo, Wis., have resumed operations and anticipate a busy run throughout the new year. The seventh mill, that of the Kellogg Lumber Company, has no hot pond and therefore will not be able to start work until spring. The other mills now running are: Charles W. Fish Lumber Company; Crocker Chair Company; Henshaw-Worden Company; Faust Lumber Company, and Langlade Lumber Company. The logging camps of these concerns have not been fully manned because of a shortage of labor, but relief is expected to come before the middle of this month.

The Phonograph Improvement Company, Port Washington, Wis., has

been organized with a capital stock of \$300,000 to manufacture talking machines and parts, including a newly patented wooden sound box for phonographs to be made for the commercial trade. The incorporators are William H. Thommen, Harry W. Bolens, Olaf Elton and J. B. Thiery. Mr. Thommen has been works manager of the Wisconsin Chair Company, Port Washington, for many years.

Dr. George W. Earle, president of the Wisconsin Land & Lumber Company, Hermansville, Mich., has presented the Masonic lodge of his native city, Tully, N. Y., with a fine colonial homestead and several acres of land acquired as a memorial.

Henry H. Schroeder, president of the John Schroeder Lumber Company, Milwaukee and Ashland, Wis., died Thursday, January 2, after a long illness, at the age of fifty-seven years. He was born in Milwaukee. His brother, Fred J. Schroeder, secretary and treasurer of the company, and four sisters survive.

The Hardwood Market

< CHICAGO >

The Chicago market seems to be gradually developing a forward momentum. The movement is represented in more general interest in hardwood offerings both in the form of inquiries sent out and of orders. The local trade has not at any time lost its full confidence in eventual developments, and the mental effect now, at the beginning of better business, is very strong. The trade feels that this evidence is justification for its past ideas and is ample reason for full confidence in the complete development of big business with the opening of the spring months.

The local factory trade is not yet out from under the influence of war production entirely, but is making greater and greater progress towards getting in line for its usual commercial business. Production is developing and expanding in a satisfactory manner, and in the meantime with no appreciable lessening of raw material values, there is decreasing tendency to hold out on the placing of orders. In the meantime there is a growing appreciation of the poor prospects for any large production of hardwoods during this season, and so there is less and less chance of any demoralization of markets because of such hopes on the part of the buyers.

< BUFFALO >

The hardwood trade is quiet with the wholesale yards mostly engaged in taking their annual inventories, as are their customers. The immediate outlook is for a rather small amount of activity. January is quite apt to be a dull month as the furniture buyers wait until after the annual shows are held before they make their purchases. They will certainly do so in many instances this year. Agricultural implement and vehicle manufacturers are reported to have quite an amount of stock on hand. Builders will wait for warm weather before doing much.

While the startup in business is likely to be delayed more than usual this year, because of the readjustment from a war to a peace basis, it is expected that this spring will see quite an amount of activity. Various commercial lines, which have been working almost altogether on war orders, will welcome the opportunity to turn back to regular work, and they will find it easier to get a labor supply and to ship their goods than has been the case for many months. They already find conditions in these respects greatly improved.

Among the woods which are holding strongest in price today are quartered oak and poplar in the better grades. A good demand in both these lines is anticipated this year. Low grades are not moving as well as up to a short time ago and this causes some easiness in stocks which were much in demand for crating. It is a quiet time with most woods just now, so that no special activity can be cited for any sort of stock.

Buffalo received 42,168,195 feet of lumber by lake during 1918, or about twelve per cent less than during the preceding year, when receipts were 48,101,000 feet. The falling off was to be expected, owing to the decrease in the number of lumber carriers and the consequent rise in lake freight rates. Not much was done in bringing in hardwoods, though two or three firms had one or more cargoes each. The shortage of boats was generally complained of and had conditions been otherwise as to tonnage it is likely that a good hardwood lake trade would have resulted. Less hemlock than usual was brought in and a great falling off occurred in the movement of shingles, of which less than ten per cent of the number recorded in 1916 arrived here the past season.

< BALTIMORE >

The old year has gone and a new one has gotten under way, but so far no material changes in the situation with respect to hardwoods are to be reported. During the holidays and the end of the year the business has been very quiet, with buyers withdrawn from the market for the time being, and with the movement reduced to exceedingly small proportions. The quiet, if anything, was emphasized this year by the prospect of important reconstruction and readjustments to be made as a result of the return from war to peace, and of extensive changes which this transition will

ASH

Tough, white lumber, that's just what you want for body or wagon work.

40,000 10/4 No. 1 Com. & Btr.
40,000 12/4 No. 1 Com. & Btr.

Runs 35-40% 14 & 16 ft.; 65% FAS and shows 50% or better 10" & wider faces.

OTHER ASH ITEMS

1 car 14/4 No. 1 Com. & Btr.
1 car 16/4 No. 1 Com. & Btr.
1 car 4/4 FAS
2 cars 4/4 No. 1 Common
3 cars 4/4 No. 3 Common

WRITE FOR OUR COMPLETE LIST WITH PRICES

We own and operate two band mills and are prepared to surface and resaw. Can also furnish dimension crating.

NORTH VERNON LUMBER CO.
NORTH VERNON, IND.

EVERY BOARD MARKED "NVLCO"



Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak
comes from the same soil

CHAS. H. BARNABY
Greencastle, Indiana

For Greatest Range of Uses

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

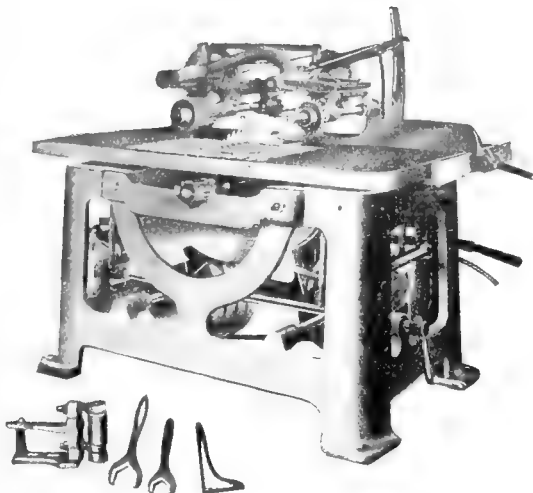
has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

doubtless call for. The government having relinquished all control of the hardwood supply, the business again becomes a matter of private initiative, but it remains for the members of the trade to develop sources of demand, the war having brought much unsettlement and shifting in lines. The views of the trade are necessarily rather mixed, but the preponderance of opinion seems to be that no decided recessions in value are to be looked for, though some are expected by certain hardwood men, chiefly for the reason that at present there is no prospect of a marked cheapening in the cost of production. Stocks have been manufactured at high cost and cannot be sold for less than they have brought for some time. The belief prevails that the requirements of the trade, when the revival does come, will be large and that there will be calls for all of the stocks which can be shipped. Information here is to the effect that the holdings of the producers are not large, even though all of the grades are to be had in some quantities, and that with anything like an active inquiry, the present holdings would soon be absorbed. The general feeling continues hopeful, and sellers are averse to holding out important inducements. They do not believe the situation calls for the forcing of sales, and are quite content to wait and let the demand catch up with the offerings. In this connection it is suggested that no important additions to the supplies are to be looked for this winter. Labor, in the opinion of hardwood men, will not be eager to go into the backwoods and resume work at the mills or in the logging camps, so that no great saving in the matter of wages is at all likely. As for the hardwoods, the outlook is as yet very uncertain, and largely a matter of speculation.

◀ COLUMBUS ▶

The hardwood trade in Ohio territory has been rather quiet during the past fortnight but that condition usually prevails at this time. Dealers and also factories have been busy with their semi-annual inventories and as a result have not been in the market for lumber stocks. The tone of the market is not quite as good as formerly although lumbermen profess to look upon the future with encouragement. Retail stocks are fairly large and they are not accumulating a surplus until the trend of construction work develops. Rural dealers are probably the shortest in stocks and some buying from agricultural sections is reported. Some of the city dealers are placing small orders to replace depleted stocks. Building operations are being revived slowly. Quite a few larger projects that were postponed because of the war are being revived. It is believed that construction work will be rather active in the spring.

Factories are going slow in buying and the policy appears to be to use up surplus stocks. Implement and vehicle plants are the best customers. Orders are expected from the furniture trade after the show period.

Quartered and plain oak are both strong and the same is true of poplar. There is a fair demand for ash and basswood. Chestnut is rather weak. Prices generally are well maintained at previous levels.

◀ EVANSVILLE ▶

The hardwood lumber manufacturers of Evansville and southern Indiana report that trade has been rather dull since the first of the year, this being what they expected, as they assert things are usually dull following the holidays each year. They are looking for a gradual improvement in trade conditions by the middle of January. Many men who are in the market for lumber at this time seem to be holding off, having the impression that lumber prices are going to drop some before long. Manufacturers say these buyers are going to be disappointed, as they look for prices to remain firm all of this year. The demand for gum is better now than it has been for several months past and indications are that the local furniture plants will use a great deal of gum during the coming year. Walnut is not as brisk as it was before the signing of the armistice. There have been a good many inquiries received by local lumber manufacturers from owners of automobile and furniture factories and this leads the manufacturers to believe that there will be considerable activity in both these industries during the next twelve months. Collections are good. The veneer manufacturers of Evansville and other cities in the tri-state territory report that their trade during the past year was very satisfactory and they are looking for a nice business this year. Most of the woodworking factories in Evansville, Tell City, Jasper, Ind., Henderson, Owensboro, Madisonville, and Hopkinsville, Ky., are being operated on steady time and the owners say that things look very good for the future. Buggy, wagon and plow manufacturers are looking for an increase in trade from the south and southwest. Retail lumber dealers of this section report trade dull at this time but by the first of next March it is expected trade will open up in great shape and that there will be a great deal of building under way by that time. Architects and contractors are preparing for one of the best seasons they ever had.

◀ MEMPHIS ▶

J. W. Dickson, president of the Valley Log Loading Company, which loads the majority of the logs transported over the Yazoo & Mississippi Valley and Missouri Pacific roads, is authority for the statement that the quantity of logs awaiting loading on these lines will not exceed 5,000,000 feet compared with 25,000,000 to 30,000,000 the corresponding time last year. He furthermore states that there are not enough logs in sight to keep his firm loading more than thirty days longer, whereas last

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

year this company and all firms doing their own loading were overwhelmed with logs. This represents a shortage of more than eighty per cent compared with last year and shows how serious the shortage of logs confronting mills throughout the southern field really is. This company loaded 1000 to 1100 cars of logs during December, 1918, which was well above its record in 1917, but this increase is attributed entirely to difference in weather conditions. In December, 1918, there was almost no interruption. In December, 1917, the ground was covered with sleet, ice and snow to unusual depth.

Logging just now, according to all reports, is making exceedingly slow progress. Many firms are attempting to do nothing at all. Others are trying but are making comparatively little headway. "There are very few logs coming out," remarked Mr. Dickson. "The weather is such that little progress can be made in cutting and hauling timber to the rights of way of railroads for some time. There will probably be short periods when headway can be made. But the point I am emphasizing is this: There can be no successful general progress made with logging operations until well into the spring and in the meantime mills must do the best they can with the logs that are available. We are being offered very few logs for loading and indications are that the bulk of the timber now offered will be loaded and cleared out of the way within the next thirty days."

Production of southern hardwoods is well below the average for this time of the year. The shortage of logs is one trouble. Scarcity of labor is another. Indisposition of manufacturers who are carrying full stocks to produce more lumber now, pending developments in the general situation, is still another. But the outstanding fact about production is that it is below normal and that, if an attempt is made to increase it substantially, it cannot be done for the reason that the logs are not ready for immediate delivery to the mills. This is the way members of the trade here see it, and they do not believe there will be much, if any increase, in hardwood production within the next sixty to ninety days.

There is comparatively limited demand for southern hardwoods at the moment. There is some business in oak, ash, gum and other staple items. But the call is far from insistent and buyers are displaying no aggressiveness thus far. Holders are generally indisposed to make concessions, and frankly say they cannot make these without running themselves into actual loss. They point to the big cost of putting their lumber on sticks and to the fact that it is costing just about as much now to manufacture lumber as at any time within the past year. There is a disposition to anticipate material increase in demand as the new year progresses. Almost everybody is agreed that there will be an increase. Some believe it will come in the next several weeks. Others think it may be delayed for sixty to ninety days. But it is believed that the increase will come and that with it will be well maintained prices.

The transportation situation is better now than for years at this time. This is due in part to the ending of the war and to government control. It is regarded as due primarily, however, to the fact that lumber itself is not offered to the roads in anything like the volume it is usually offered in mid-winter. In fact, the transportation situation is bettered, from the standpoint of lumber interests, by their very failure to offer a normal quantity of stock for handling.

◀ LOUISVILLE ▶

The general hardwood market is in very good shape, and prices are being well maintained, due partly to the fact that production has not been especially heavy in the South, and there has been a fair demand for cabinet woods. Oak, ash, hickory, beech, walnut, poplar and several other woods are all showing some demand, although thick stocks are not moving as freely as they were. There is a fair demand for inch plain as well as quartered oak. Ash is moving to the auto trade, and hickory is in demand for wheel manufacturers. A little beech is going to the chair trade. Veneers and fancy hardwoods such as walnut and mahogany are moving very well to the musical instrument trade, which is at present far behind on orders, especially talking machines. Retailers all over the country oversold on Christmas talking machine business, while the piano trade also had a big inning. The walnut market has had its hands full in disposing of low grades which piled up during the period that manufacturers were cutting gun stocks and airplane stocks, with the result that the market is fairly well loaded with low grades. However, an active demand on high grades and veneers is expected to develop as the furniture trade and cabinet manufacturers get back to a normal stand.

◀ BEAUMONT ▶

Sufficient time has not elapsed since invoicing to create any appreciable change in the hardwood market with the exception that inquiries have become more numerous and that the mills are steadily holding to what is considered established prices. Offers to accept shipments at a lower rate have steadfastly been refused and the mill men claim that the low stocks and the demand bound to come will not only stiffen prices, but probably cause a slight advance.

Inquiries at hand indicate that the demand for oak will exceed all other hardwoods for the present time, with gum a close second. The inquiries, however, cover all stocks.

The abatement of the influenza wave has enabled practically all the

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD



FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

Let our Engineering Department show you how to reduce the cost of your fire insurance.

Full Coverage, Correct Forms, Lowest Rates

A. J. DAVIS & CO.

Specialists in Lumber Fire Insurance

Insurance Exchange, Chicago

SAVE YOUR MONEY BY USING THE

RED BOOK

Published semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Association

Estab. 1878

606 So. Dearborn Street
CHICAGO

Mention This Paper

55 John Street
NEW YORK CITY

mills to resume operations with full crews, but the continuous rains have seriously retarded logging operations.

◀ MILWAUKEE ▶

As usual, hardwood trade during the early days of the New Year is quiet and doubtless will continue so until the inventory period is past and manufacturers and other consumers have definitely settled upon their requirements. A broad industrial demand is expected to develop with the resumption of the manufacture of furniture, cabinets, talking machines and pianos and similar merchandise requiring the better grades of hardwood and veneers. The box and crating trade also is expected to be enlivened shortly.

In some sections of the North, there is plenty of help, both for logging camps and mills. In others, however, complaint still is heard over the lack of men. This condition probably will be relieved within the next few weeks, since some industries in the centers of population will release some men who have been retained up to the end of the year to finish up various contracts and are no longer needed. Logging conditions have improved greatly since January 1 by reason of a severe cold snap and some snow.

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
For two insertions.....40c a line
For three insertions.....55c a line
For four insertions.....65c a line

Eight words of ordinary length make one line. Headings counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

LUMBER WANTED

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

LUMBER WANTED FOR GOVERNMENT WORK

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of Hardwoods for government departments and government contractors with lists of new contracts, prices, etc. Write for free sample bulletins.

WANTED CARLOAD LOTS

Hickory, Maple, Beech or Oak Cordwood, dry Hardwood Sawdust. Cash with order.

J. C. MALONEY, Swissvale, Pa.

WANTED TO BUY

Two or three million feet of Black Walnut logs and timber to manufacture gunstocks for the government.

Also oak and other hardwood.

J. W. FRYE LUMBER CO., Dayton, O.

WANTED FOR CASH

20 cars Rock Elm, FAS & No. 1 Com. We want this for green shipment during the winter.

JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana.

WANTED ALL GRADES

Chestnut lumber to sell. Address, "BOX 123," care HARDWOOD RECORD.

WOULD LIKE TO CONTRACT

For the output of a band mill cutting Poplar and Oak largely, but would buy other woods also. Would have an inspector locate at the mill and receive the lumber before being put into piles or would pay on estimate. Will pay cash. Would be glad to have full particulars of your proposition. Address, McLEAN MAHOGANY & CEDAR CO., Buffalo, N. Y.

LUMBER FOR SALE

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills. The mills make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, Lumbermen's Bureau, 810 Munsey Building, Washington, D. C.

BIRCH LUMBER

When you are buying

BIRCH

consult us. We have it

JONES HARDWOOD COMPANY

10 High Street

BOSTON, MASS.

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw. if desired. **WALTER C. MANSFIELD, Menominee, Mich.**

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

TIMBER FOR SALE

FOR SALE—480 ACRES

(Timber Only) in Shelby County, Tex., near railroad, 60% Oak, ranging from 2 to 5 feet in diameter. Also 640 acres Yellow Pine in Lee Co., Fla. **J. D. LEISURE, Columbus, Ind.**

FOR SALE LARGE TRACT OF

Timber on Quatsine Sound, British Columbia. Ocean going vessels can go right up to the property. Write for price. **T. A. White, Middletown, O.**

FOR SALE

Tract 11,000 acres Virgin Oak, Ash and Hickory timber. Average 3,000 No. 1 logs per acre. Reasonable logging cost to railroads. Good bargain. Address, "BOX 14," care HARDWOOD RECORD.

TIMBER WANTED

WANTED 200,000,000 FEET

Maple, Birch, Beech, Elm on stump. Principals only. Address, "BOX 12," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

ORDERS WANTED FROM

Manufacturers. Have two mills specializing on dimension stock of Oak and Hickory, such as Poles, Axles, Reaches and all smaller stock. Capacity 10 to 15 cars per month. Ready to contract for 1919. Begin shipments February 1. Also rim strips and billets.

RED OAK COMPANY, Vicksburg, Miss.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00 each, f. o. b. Redwine, Ky. **LENOX SAW MILL CO., Lenox, Ky.**

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

VENEER WANTED

WANTED 1/16" QUARTER SAWN

White Oak, select grade, 10" and 11", clear of sap, by 44", 28" and 19" long. Address, "BOX 124," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

FOR SALE

Victor Talking Machine Company, Camden, N. J. Three semi-trailers arranged for handling hardwood lumber. Will carry four tons.

EMPLOYES WANTED

WANTED—AN EXPERIENCED

Sawmill stenographer and assistant bookkeeper. State age, experience, references and salary in strict confidence. Do not apply unless you are ambitious, have ability, and looking for a permanent position. Mill at Lenox, Morgan County, Ky. **LENOX SAW MILL CO., Pittsburgh, Pa.**

WANTED GOOD MAN

As bookkeeper and take charge of office. Must be capable of handling records and correspondence. Large band mill in Louisiana. Good opportunity. Address "BOX 10," care HARDWOOD RECORD.

FOREMAN WANTED

To operate mill cutting oak dimension employing about twenty men. Address, **P. S. MACE COMPANY, Terre Haute, Indiana.**

EMPLOYMENT WANTED

WANTED POSITION AS

superintendent or general foreman in interior trim, office or general cabinet work and veneer room; 20 years' experience with well known firm. Change desired. Address, "BOX 129," care HARDWOOD RECORD.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

ASH

NO. 1 C. & SEL., white cane, 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C., white, 6/4", good widths. 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., white, 8/4", reg. widths & lgths. 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., brown, 4/4", 18 mos. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

FAS. 3/4" & 1/2", reg. widths & lgths. 6 mos dry. FAS. 5/8", 10" & up, reg. lgths. 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS. black, 4/4, 6/4, 8/4", reg. widths. good 14 & 16' long, dry. JONES HARDWOOD CO., Boston, Mass.

FAS. Ark. white, 5/4, 6/4, 8/4 & 10/4", 6-10"; FAS. Ark. white, 8/4 & 12/4", 10" and up; SEL., Ark. white, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4 & 16/4", 6" & up; NO. 1 C., Ark. white, 4/4, 5/4, 8/4, 10/4, 12/4 & 16/4"; CLR., shorts, Ark. white, 4/4", KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR., 4/4-8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 2 & 3, 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL., 4/4", 5/4", 8/4"; NO. 1 C., 4/4", 8/4". NICKY BROS. INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD, JURDEN & McCOWEN, Memphis, Tenn.

NO. 2 & BTR., 4/4". SALLING-HANSON COMPANY, Grayling, Mich.

NO. 1 C. & FAS, 12/4", reg. widths & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 5/4", all 8-10"; ONE FACE CLR., 5/4x 2 1/2 to 5 1/2"; CLR. SHORTS, 8/4", 12/4"; NO. 1 C., 5/4", 8/4"; FAS, 10/4x10", 12/4x10" up. THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 4/4", 3" & wdr., 6' & longer, yr. dry; NO. 1 & BTR., 5/4", 6" & wdr., 8' & longer, 18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

BASSWOOD

NO. 1 C., 4/4", good widths. 50% 4-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. widths & lgths., 9 mos. dry; NO. 3 C., 4/4", reg. widths & lgths., 4 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C., 5/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., white, 5/4", reg. widths & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 & BTR., 4/4, 5/4, 10/4", reg. widths & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C., 4/4"; NO. 1 & BTR., 4/4, 5/4"; BOX & CRATING STK., NO. 3, 4/4, 5/4, 6/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 & BTR., 8/4" 4" & wdr., 6' & longer, 18 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

ALL grades 4/4", good widths & lgths., drv. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4 to 8/4", reg. width, std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BEECH

NO. 2 C. & BTR., 6/4", reg. widths & lgths., 30% FAS, 10 mos. dry; NO. 3 C., 5/8x6/4", reg. widths & lgths., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN, 6/4, 10/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4", good widths & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

BIRCH

NO. 1 C. & BTR., sap, 4/4", good widths, 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4, 8/4, 10/4 & 12/4"; NO. 1 C., 4/4, 5/4, 6/4; NO. 2 C., 6/4". THEO FATH-AUER CO., Chicago, Ill.

NO. 1 & BTR., 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4", reg. widths & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4" to 8/4"; NO. 1 C., 4/4, 5/4, 6/4"; NO. 1 C. & SEL., red, 4/4"; NO. 3 CRATING, 4/4, 5/4". MASON-DONALDSON LBR. CO., Rhineland, Wis.

NO. 2 & BTR., 4/4, 5/4"; NO. 2 C., 4/4"; NO. 1 & BTR., 5/4". SALLING-HANSON COMPANY, Grayling, Mich.

FAS, 4/4", 6/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 1 C., 6/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 2 C. & BTR., 8/4", 6" & wdr., 8' & longer, 18 to 20 mos. dry; NO. 3 C., 8/4", 4" & wdr., 6' & longer, 18 to 20 mos. dry. WHEELER-TIMLIN LBR. CO., Wausau, Wis.

BUTTERNUT

COM. & BTR., 4/4", reg. width & lgth. 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

NO. 1 C., 4/4-8/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 6" & up; NO. 1 C., 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

CHESTNUT

FAS, 4/4", good widths. 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", reg. widths. 14-16' long, 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

ALL grades 4/4", good widths & lgths., dry. WILLSON BROS. CO., Pittsburgh, Pa.

COTTONWOOD

FAS, 4/4", 6-12" wide; BOX BDS., 4/4", 9-12"; NO. 1 C. & SEL., NO. 2 C. & SEL., 5/4"; DOG BDS. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 & PANEL, 4/4", 18' & up. ANDERSON-TULLY CO., Memphis, Tenn.

FAS, 4/4", reg. widths & lgths. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 8/4 & 12/4", reg. widths & lgths., 9 mos. dry; NO. 1 C., 4/4", reg. widths & lgths., 6 mos. dry; NO. 2 C., 4/4", reg. widths & lgths., 6 mos. dry. GEO. C. EHMANN & CO., Memphis, Tenn.

NO. 1 C., 5/4", 1 yr. dry. G. ELIAS & BRO. INC., Buffalo, N. Y.

FAS, 4/4, 5/4, 6/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 4/4", 6-12". NICKY BROS., INC., Memphis, Tenn.

CYPRESS

NO. 1 C., yellow, 5/4"; SHOP, yellow, 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

LOG RUN, 5/4, 6/4 & 10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

SEL., 8/4", reg. widths, good lgths., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width & lgth. 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM-SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4-16/4", reg. widths & lgths., 75% FAS, 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4", reg. widths & lgths., 7 mos. dry; NO. 2 C. & BTR., 6/4 & 8/4", reg. widths & lgths., 9 mos. dry; NO. 2 C. & BTR.,

12 1/4", reg. widths & lgths., 14 mos. dry. GEO. C. EHMANN & CO., Memphis, Tenn.

LOG RUN, 12/4", reg. widths & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

LOG RUN, 12/4", reg. widths & lgths., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 6/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 & BTR., 5/4"; NO. 2 & BTR., 5/4, 8/4 & 12/4"; NO. 3 BOX & CRATING, 4/4. MASON-DONALDSON LUMBER CO., Rhineland, Wis.

LOG RUN, 8/4 & 12/4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 8/4 & 12/4", reg. widths & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ELM-ROCK

NO. 2 & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 1 & BTR., 6/4"; NO. 2 & BTR., 6/4, 8/4, 12/4 & 16/4"; NO. 3 & BTR., 6/4". SALLING-HANSON CO., Grayling, Mich.

GUM-SAP

NO. 1 C. & SEL., 4 & 5/4"; NO. 2 C., 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8/4"; NO. 1 C. & BTR., Qtd., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 2 C., 4/4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

BOX BDS., 4/4"; 9-12", 13-17", 7 mos. dry; FAS, 4/4", reg. widths & lgths., 7 mos. dry; NO. 1 & 2 C., 4/4", reg. widths & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 5/4 & 6/4", reg. widths & lgths.; NO. 1 C. & BTR., 4/4", reg. widths & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

FAS, 4/4", reg. widths & lgths., 10 mos. dry; BOX BDS., 4/4", 13-17", 12-16", 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 3 C., 4/4 & 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 6/4". WELSH LUMBER CO., Memphis, Tenn.

GUM-PLAIN RED

NO. 1 C. & SEL., 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C., 4/4 & 5/4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4", reg. widths & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 6/4"; reg. widths & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4/4", reg. widths & lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS, NO. 1, 4/4 & 6/4", 6" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

GUM-QUARTERED RED

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., all thicknesses, reg. widths & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

(Continued on page 53.)

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4	Gayoso Lumber Company.....	11
Barnaby, Charles H.....	7-17	Goodlander-Robertson Lumber	
Blakeslee, Perrin & Darling...	4	Company	11
Buffalo Hardwood Lumber Co.,	4	Kraetzer-Cured Lumber Co.....	11
Cobbs & Mitchell, Inc.....	3	Memphis Band Mill Co.....	7-12
East Jordan Lumber Co.....	41	Miller Lumber Co.....	7-47
Elias, G., & Bro.....	4	Mossman Lumber Company.....	7-43
Fathauer, Theo., Company.....	5	Papepe-Leicht Lumber Co.....	7-43
Gill-Andrews Lumber Company...	40	Penrod-Jurden Company.....	5
Hoffman Bros. Company.....	7-28	Pritchard-Wheeler Lumber Co.7-11	
Jackson & Tindler.....		Probst Lumber Company.....	50
Jones, G. W., Lumber Co.....	33	Russe & Burgess, Inc.....	11
Jones Hardwood Co.....	51	Sondheim, E., Co.....	11
Kneeland-Bigelow Co., The...	3	Stark, James E., & Co.....	11
Kosse, Shoe & Schleyer Co., The		Stimson, J. V.....	7-56
Mason-Donaldson Lumber Co.,		Stimson, J. V., Hardwood Co...	5
McIlvain, J., Gibson, & Co.....	2	Stimson Veneer & Lumber Co..	10
McLean, Hugh, Lumber Co.....	4	Thane Lumber Co.....	10
Miller, Sturm & Miller.....	4	Thompson-Katz Lumber Co....	12
Mitchell Bros. Co.....	3	Three States Lumber Co.....	7-56
Mowbray & Robinson Co.....	7-46	Welsh Lumber Co.....	10
North Vernon Lumber Co.....	47		
Northwestern Cooperage & Lbr.			
Co.	40		
Palmer & Parker Co.....			
Salling, Hanson Co.....	41		
Standard Hardwood Lumber Co.	4		
Stearns Salt & Lumber Co.....	6		
Stimson, J. V.....	7-56		
Sullivan, T., & Co.....			
Taylor & Crate.....	4		
Tegge Lumber Co.....	40		
Von Platen Lumber Company..	41		
Wheeler-Timlin Lumber Co....	40		
Willson Bros. Lumber Company	6		
Wistar, Underhill & Nixon....	38		
Wood-Mosaic Company.....	7		
Yeager Lumber Company, Inc..	4		
Young, W. D., & Co.....	3		

OAK.

See Lists of Manufacturers on
page 7
Evans, G. H., Lumber Co.....
Long-Bell Lumber Co.....
Mowbray & Robinson Company.7-46

POPLAR.

Anderson-Tully Company...2-7-11
Arlington Lumber Company...7-38

RED GUM.

Anderson-Tully Company...2-7-11	
Bellgrade Lumber Company...	11
Bliss-Cook Oak Company.....	7-14
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown & Hackney, Inc.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., & Sons Lumber	
Co.	
Ehemann, Geo. C., & Co.....	10
Evans, G. H., Lumber Co.....	
Ferguson & Palmer Company...	12

Gayoso Lumber Company.....	11	Norman Lumber Company.....	
Goodlander-Robertson Lumber		North Vernon Lumber Co.....	47
Company	11	Papepeke Leicht Lumber Co....7-43	
Kraetzer-Cured Lumber Co.....	11	Pelican Lumber Company.....	10
Memphis Band Mill Co.....	7-12	Penrod-Jurden Company.....	5
Miller Lumber Co.....	7-47	Pritchard-Wheeler Lumber Co.7-11	
Mossman Lumber Company.....	7-43	Probst Lumber Company.....	50
Papepeke-Leicht Lumber Co.....	7-43	Richardson, A. M., Lumber Co..	5
Penrod-Jurden Company.....	5	Russe & Burgess, Inc.....	11
Pritchard-Wheeler Lumber Co.7-11		Salt Lick Lumber Company....	6
Probst Lumber Company.....	50	Sondheim, E., Company.....	11
Russe & Burgess, Inc.....	11	Standard Hardwood Lumber	
Sondheim, E., Co.....	11	Company	4
Stark, James E., & Co.....	11	Stark, James E., & Co.....	11
Stimson, J. V.....	7-56	Sterner Lumber Co.....	38
Stimson, J. V., Hardwood Co...	5	Stimson, J. V., & Co.....	39
Stimson Veneer & Lumber Co..	10	Stimson, J. V., Hardwood Co...	5
Thane Lumber Co.....	10	Stimson Veneer & Lumber Co..	10
Thompson-Katz Lumber Co....	12	Sullivan, T., & Co.....	4
Three States Lumber Co.....	7-56	Swain-Roach Lumber Co.....	7-40
Welsh Lumber Co.....	10	Taylor & Crate.....	4
		Thane Lumber Co.....	10
		Thompson-Katz Lumber Co....	12
		Three States Lumber Co.....	7-56
		Utey-Holloway Company.....	7
		Vestal Lumber & Manufacturing	
		Co.	46
		Welsh Lumber Co.....	10
		Whitmer, Wm., & Sons.....	6
		Willett, W. R., Lumber Co.....	
		Willson Bros. Lumber Co.....	6
		Wisconsin Lumber Company...	55
		Wistar, Underhill & Nixon....	38
		Yeager Lumber Co., Inc.....	4

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	42
Anderson-Tully Company.....	2-7-11
Archer Lumber Company.....	5
Arlington Lumber Company...	7-38
Atlantic Lumber Co., Buffalo...	4
Beaumont Lumber Company...	14
Bellgrade Lumber Company...	11
Bliss-Cook Oak Company.....	7-14
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., & Sons Lbr. Co..	
Brown & Hackney, Inc.....	12
Buffalo Hardwood Lumber Co..	4
Catlin, R. H., Company.....	50
Cornelius Lumber Company...	
Davis, Edw. L., Lumber Co.....	5
Dudley Lumber Company.....	10
Ehemann, Geo. C., & Co.....	10
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	14
Fathauer, Theo., Company.....	5
Ferguson & Palmer Company...	12
Gayoso Lumber Company.....	11
Goodlander - Robinson Lumber	
Company	7-12
Hoffman Bros. Company.....	28
Howe Lumber Company.....	5
Jones, G. W., Lumber Co.....	33
Kosse, Shoe & Schleyer Co., The	
Kraetzer-Cured Lumber Co....	11
Lawrence, P. J., Lumber Co....	
Long-Bell Lumber Company...	7
Long-Knight Lumber Company	
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Memphis Band Mill Company...	7-12
Memphis Hardwood Flooring Co.	
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-45
Mossman Lumber Company...	10
Mowbray & Robinson Company.7-46	
Nickey Bros., Inc.....	27

LUMBER COMMISSION.

Alfred P. Buckley..... 50

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co..	54
Anderson-Tully Company...2-7-11	
Astoria Veneer Mills & Dock Co.	32
Bird's Eye Veneer Company...	31
Dean-Spicer Company, The...	32
Hoffman Bros. Company.....	7-28
Huddleston - Marsh Mahogany	
Company	
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Louisville Veneer Mills.....	
Mengel, C. C., & Bro. Co.....	
Nickey Bros., Inc.....	27
Ohio Veneer Company.....	50
Palmer & Parker Co.....	
Penrod Walnut & Veneer Co....	1
Pickrel Walnut Company.....	30
Rayner, J., Company.....	8
Stark, James E., & Co.....	11
St. Louis Basket & Box Co....	31
Stimson Veneer & Lumber Co..	10
Wisconsin Cabinet & Panel Co.	27
Wisconsin Veneer Company....	
Wood-Mosaic Company	7

MAHOGANY, WALNUT, ETC.

American Walnut Mfrs. Assn..	37
Davis, Edw. L., Lumber Co....	
Hoffman Brothers Company...	28

Huddleston - Marsh Mahogany

Co.	
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Mengel, C. C., & Bro. Co.....	
Palmer & Parker Co.....	
Penrod Walnut & Veneer Co...	1
Pickrel Walnut Company.....	30
Purcell, Frank	14
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-14
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	41
Horner, William	6
Long-Bell Lumber Company....	7
Mason-Donaldson Lumber Co..	
Memphis Hardwood Flooring Co.	
Mitchell Bros. Company.....	3
Northwestern Coop. & Lbr. Co.	40
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	13
Hill-Curtis Co.	

SAWMILL MACHINERY.

Hill-Curtis Co.	
Sinker-Davis Co.	48
Soule Steam Feed Works.....	56

WOODWORKING MACHINERY.

Mershon, W. B., & Co.....

LOGGING MACHINERY.

Chickasaw Cooperage Company	8
Godfrey, John F.....	42
Lidgerwood Manufacturing Co.	56

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	8
Philadelphia Textile Machinery	
Company	6

LUMBER INSURANCE.

Davis, A. J., & Co..... 49

TIMBERLANDS.

Lacey, James D., Timber Co...

MISCELLANEOUS.

Brookmire Economic Service...	38
Buck, Frank R., Co.....	
Catlin, R. H., Company.....	50
Childs, S. D., & Co.....	54
Kane Manufacturing Company.	32
Lumbermen's Credit Assn.....	49
Pearson, C. H.....	38
Perkins Glue Company.....	26

HARDWOODS FOR SALE

(Continued from page 51.)

NO. 1 C. & BTR., 4/4 & 6/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 4/4 & 8/4". WELSH LUMBER CO., Memphis, Tenn.

GUM—TUPELO

ALL grades, 4/4, 5/4, 6/4, 4", 6" & up, 10-16', 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades, 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C. & SEL., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

HACKBERRY

LOG RUN, 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 6/4". NICKY BROS., INC., Memphis, Tenn.

NO. 3 C., 4/4 to 6/4", good wdths. & lgths., dry. WILLSON BROS. LBR. CO., Pittsburgh, Pa.

HICKORY

NO. 2 C. & BTR., 6/4 & 12/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

NO. 2 C. & BTR., 8/4", reg. wdths. & lgths., 6 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 6/4 & 8/4", reg. wdths. & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

MAHOGANY

FAS. NO. 1 C., SHORTS, WORMY, 1/2-16/4", pl. & fig., Mex. & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C., 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 12/4", reg. wdths. & lgths., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths. & lgths., 50-90% FAS, 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 4/4 & 8/4"; NO. 1 C., 4/4 & 5/4". THEO. FATHAUER CO., Chicago, Ill.

NO. 1 & BTR., 5/4 & 10/4", reg. wdths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

LOG RUN, 4/4, 5/4, 6/4", 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 4/4"; NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 CRATING, 4/4, 5/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

LOG RUN, 12/4". PENROD-JURDEN COMPANY, Memphis, Tenn.

NO. 2 & BTR., 12/4". SALLING-HANSON CO., Grayling, Mich.

LOG RUN, 8/4". WELSH LUMBER CO., Memphis, Tenn.

MAPLE—SOFT

FAS, 4/4-16/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

LOG RUN, 10/4", reg. wdths. & lgths., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

NO. 3 & BTR., 5/4". SALLING-HANSON CO., Grayling, Mich.

NO. 1 C. & BTR., 10/4", reg. wdths. & lgths., 3-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

ALL grades 4/4-8/4", good wdths. & lgths., dry. WILLSON BROS. CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 2 C. & BTR., 3/4, 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS & NO. 1 C., all thicknesses, reg. wdths. & lgths., 7 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 4/4", good wdths., 1/4 14-16' long, 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

ALL grades 4/4 & 6/4", 4", 6" & up, 10-16', 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4/4, 5/4, 6/4; NO. 2 C., 4/4; FAS, 5/4, 6/4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. wdths. & lgths., 3-12 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 3/4, 1/2, 5/8". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR., 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C., 1/4", 7" & wider. BLISS-COOK OAK CO., Blissville, Ark.

FAS, 5/4, 4/4"; SEL., 4/4". NICKY BROS., INC., Memphis, Tenn.

OAK—PLAIN WHITE

FAS, 4/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4"; NO. 2 C., 4/4"; FAS, 4/4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

NO. 2 C. & BTR., 4/4 & 6/4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/4 & 3/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4, 10/4, 12/4 & 16/4", reg. wdths. & lgths.; NO. 1 C., 4/4", reg. wdths. & lgths.; NO. 1 C. & BTR., 5/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4/4-16/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

ALL grades 4/4 & 6/4", 4" & 6" & up, 10-16', 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL., 5/8", 6" & wider; NO. 1 C., 4/4, 5/4, 6/4"; NO. 2 C., 4/4"; NO. 3 C., 4/4". NICKY BROS., INC., Memphis, Tenn.

NO. 1 C., 1/2, 5/8"; NO. 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4", 16/4", reg. wdths., std. lgths., 1-2 yrs. dry; FAS, 12/4", 6" & up, std. lgths., largely 14 & 16", 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 4/4", reg. wdths. & lgths., 2 yrs. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 3/4 & 1/2", 6" & up, 8' & up, 8 mos. dry; FAS, 4/4", reg. wdths. & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 6 mos. dry; BCKG. BDS., 3/4, 5/4", reg. wdths. & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 3/4, 5/4, 6/4"; FAS, 4/1", 8-9"; NO. 2 C., 5/4 & 5/16"; NO. 1, 4/4 & 5/4"; SEL., 4/4", 8" & wider; SEL., 6/4"; CLEAR STRIPS, 1/2", 4-5 1/2". NICKY BROS., INC., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & SEL., mixed, largely red, 4/4, 8/4 & 10/4"; NO. 2 C. & SEL., 4/4"; FAS, 10/4"; NO. 3 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, mixed red & white, 4/4"; NO. 1 C., mixed red & white, 4/4". THE BEAUMONT LUMBER CO., Beaumont, Tex.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 3 C. 4/4"; CROSSING PLANK 12/4". PENROD-JURDEN COMPANY, Memphis, Tenn.

COM. & BTR., red and white, 12/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 2 & 3 C., 4/4", good wdths. & lgths., dry. WILLSON BROS. LUMBER CO., Pittsburgh, Pa.

PECAN

LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 1 C., 8/4", good wdths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6"x6", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, soft yellow, 4/4, 6/4, 8/4, 10/4 & 12/4"; SAP & SEL., soft yellow, 6/4, 8/4, 10/4 & 12/4"; NO. 1 C., soft yellow, 6/4, 8/4, 10/4 & 12/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR. 5/8 & 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C., 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 12/4 & 16/4", good wdths. & lgths., dry. WILLSON BROTHERS LBR. CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

NO. 2 C. & BTR., 10/4", reg. wdths. & lgths., 13 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., qtd., 4/4", reg. wdths. & lgths., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WALNUT

NO. 2 C. 4/4", reg. wdth. & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. 4/4", reg. wdths. & lgths., 6 mos. dry; COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, NO. 1 C., 5/8" to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

8/4, 10/4, 12/4, 16/4", 6-7' long; NO. 1 SEL., 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4"; NO. 2 C., 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4; CLR. STRIPS, 4/4, 5/4, 6/4 & 8/4; CLR. FACE, 4/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

VENEER

ASH

1/2-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

1/20-3/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4". Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/2-1/4". PL., 1/2" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WHITE, 1/20. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

POPLAR

1/2-1/4" up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

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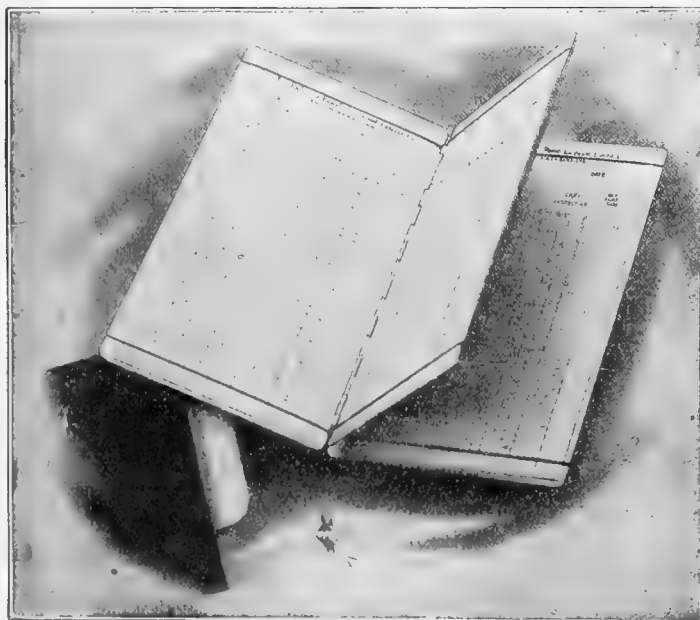
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WISCONSIN LUMBER CO.

CHICAGO
BAND MILLS - DEERING, MO.

WIS

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1/2 car 4/4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4/4x13-17" Gum Boxboards	

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STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

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Dry, Ready for Prompt Shipment

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4 Cars 1" FAS., 6" to 12"	2 Cars 1 1/4" No. 1 C. & Btr. Red
5 Cars 1" No. 1 Common	5 Cars 1" No. 1 Com. Red
5 Cars 1 1/4" No. 1 Common	2 Cars 1" No. 1 Com. White
4 Cars 1" No. 2 Common	5 Cars 1" No. 2 C. Red & White
2 Cars 1 1/4" No. 2 Common	2 Cars 2 1/2" No. 1 Com. & Btr. Plain Red Oak
3 Cars 2" FAS.	2 Cars 3" No. 1 Com. & Btr. Plain White Oak
GUM	
6 Cars 1" FAS. Sap	5 Cars 2" Log Run Elm
5 Cars 1 1/4" FAS. Sap	5 Cars 1" Log Run Elm
3 Cars 1 1/2" FAS. Sap	3 Cars 1 1/4" Log Run Elm
6 Cars 1" No. 1 Common	4 Cars 1 1/2" Log Run Elm
5 Cars 1" No. 2 Common	3 Cars 2" Log Run Maple
2 Cars 1 1/4" FAS. Red	2 cars 12/4" Log Run Maple
2 Cars 1 1/2" FAS. Red	2 cars 6/4" Log Run Maple
1 Car 1 1/2" No. 1 Common	2 cars 5/4" Log Run Maple
3 Cars 2" FAS. Qtd. Red	3 Cars 1" No. 1 Com. & Btr. Sycamore
2 Cars 2" No. 1 Com. Qtd. Red	5 Cars 1" No. 2 & No. 3 Com. Sycamore
	2 cars 2" Select & Better Cypress

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

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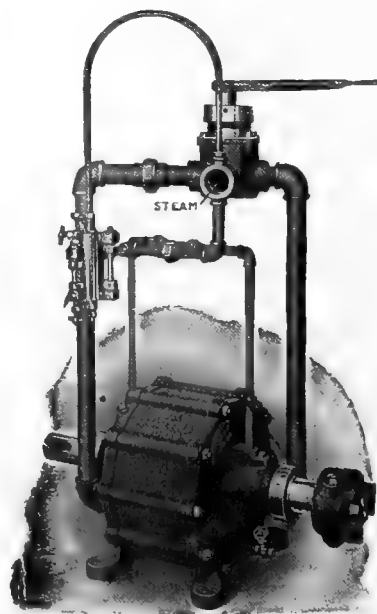
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Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, JANUARY 25, 1919

Subscription \$2.
Vol. XLVI, No. 4

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ESTABLISHED 1798

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Cadillac Quality

134 M 4/4 Basswood Selects
 66 M 4/4 Basswood, No. 1 Common
 43 M 4/4 Basswood, No. 2 Common
 79 M 4/4 Basswood, No. 3 Common
 78 M 4/4 Gray Elm, No. 1 Common & Better
 60 M 6/4 Gray Elm, No. 2 Common & Better
 100 M 8/4 Gray Elm, No. 2 Common & Better
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INCORPORATED

Sales Department, Cadillac, Michigan

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Cadillac Quality

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 6/4 Beech and Gray Elm
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5/8 Beech
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Some grades and widths are
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∴ Michigan ∴
 Hardwood Lumber

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75,000' No. 2 Com. & Btr., 5/4"	50,000' 1sts & 2nds, 4/4" to 16/4"
SOFT ELM	WHITE MAPLE
300,000' No. 2 Com. & Btr., 4/4"	14,000' 1sts & 2nds, 4/4", end dried
60,000' No. 1 Com. & Btr., 10/4"	HEMLOCK
15,000' No. 1 Com. & Btr., 12/4"	125,000' Merchantable 4/4"
BEECH	ASH
300,000' No. 2 Com. & Btr., 4/4"	15,000' No. 2 Com. & Btr., 4/4"
CHERRY	
17,000' No. 2 Com. & Btr., 4/4"	

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 40,000 ft. 4/4 No. 2 Common & Better Ash
 20,000 ft. 4/4 No. 3 Common Ash
 200,000 ft. 5/4 No. 2 Common & Better Beech
 60,000 ft. 8/4 No. 2 Common & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 14,000 ft. 4/4 1st & 2nd Birch
 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
 500,000 ft. 6/4 No. 2 Common & Better Elm
 225,000 ft. 8/4 No. 2 Common & Better Elm
 65,000 ft. 10/4 No. 2 Common & Better Elm
 75,000 ft. 12/4 No. 2 Common & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 30,000 ft. 4/4 No. 3 Common & Better Red and
 White Oak
 10,000 ft. 8/4 No. 2 Common & Better White Oak
 5,000 ft. 10/4 No. 2 Common & Better White Oak

**The Kneeland-Bigelow
 Company**

Manufacturers of Hardwood Lumber

Bay City Michigan

BUFFALO

The Foremost Hardwood Market of the East

**Standard Hardwood
Lumber Co.**
OAK, ASH AND CHESTNUT
1075 Clinton Street

T. SULLIVAN & CO.
Hardwoods
Ash and Elm
NIAGARA—CORNER ARTHUR

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
HARDWOODS OF ALL KINDS
A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 53 Years Rail or Cargo Shipments

Miller, Sturm & Miller
Hardwoods
of All Kinds 1142 Seneca St.

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 Elk Street

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 Elk Street

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.
1100 Seneca Street

BUFFALO HARDWOOD LUMBER CO.
SPECIAL FOR SALE
2" to 4".....No. 1 Common and Better Elm
2", 2½", 3" and 4".....No. 1 Common and Better White Ash
2½" and 3".....No. 1 Common and Better Plain Oak
Hardwoods & Red Cedar
Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company
INCORPORATED
EVERYTHING IN HARDWOODS
932 Elk Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard
LOUISVILLE, KY.

Allport, Ark.
Furth, Ark.
Geridge, Ark.

Eight Band Mills

Fayette, Ala.
Guin, Ala.
Brasfield, Ark.

PLAIN WHITE OAK
250,000' 4 1/4" FAS
165,000' 4 1/4" No. 1 Com.
200,000' 4 1/4" No. 2 Com.

PLAIN RED OAK
115,000' 4 1/4" FAS
210,000' 4 1/4" No. 1 Com.
195,000' No. 2 Com.

PLAIN RED AND WHITE
OAK
300,000' 8 1/4" Com. & Btr.
150,000' 10 1/4" Com. & Btr.
165,000' 12 1/4" Com. & Btr.

POPLAR
125,000' 4 1/4" No. 1 Com.
165,000' 5 1/4" No. 1 Com.
90,000' 8 1/4" No. 1 Com.
135,000' 4 1/4" No. 2 Com.

85,000' 5 1/4" No. 2 Com.
110,000' 8 1/4" No. 2 Com.

SAP GUM
525,000' 4 1/4" FAS
175,000' 5 1/4" FAS
110,000' 6 1/4" FAS
175,000' 8 1/4" FAS

215,000' 1 1/4" No. 1 C. dry
135,000' 5 1/4" No. 1 Com.
105,000' 6 1/4" No. 1 Com.
145,000' 8 1/4" No. 1 Com.
385,000' 4 1/4" No. 2 Com.
105,000' 5 1/4" No. 2 Com.
165,000' 6 1/4" No. 2 Com.
185,000' 8 1/4" No. 2 Com.

QUARTERED RED GUM
115,000' 5 1/4" Com. & Btr.
145,000' 6 1/4" Com. & Btr.
195,000' 8 1/4" Com. & Btr.

Wood Mosaic Co., Inc.

Main Office, New Albany, Ind.

BAND MILLS: New Albany, Indiana; Louisville, Kentucky;
Cincinnati, Ohio; Jackson, Tennessee;

POPLAR

50,000' 2 1/8" FAS
22,000' 5/8" FAS
42,300' 4 1/4" FAS
14,200' 5 1/4" FAS
13,500' 6 1/4" FAS

PLAIN WHITE OAK

45,000' 1 1/4" 1st & 2nds
28,000' 8/4" 1st & 2nds
19,100' 5/8" No. 1 C. & Btr.
65,000' 4 1/4" No. 1 Com.
14,000' 8 1/4" No. 1 Com.
35,000' 4 1/4" No. 2 Com.

CHERRY

50,000' 4 1/4" No. 1 C. & Btr.

CHESTNUT

50,000' 4 1/4" 1st & 2nds

QUARTERED SYCAMORE
18,000' 4 1/4" No. 2 C. & Btr.

ELM

10,600' 8 1/4" No. 1 C. & Btr.

8,000' 12 1/4" L & 2 Run

ASH

9,000' 5 1/4" No. 1 C. & Btr.
32,000' 6 1/4" No. 1 C. & Btr.
34,000' 8 1/4" No. 1 C. & Btr.
16,000' 10 1/4" No. 1 C. & Btr.
40,000' 12 1/4" No. 1 C. & Btr.
15,000' 4 1/4" No. 2 Com.
14,000' 5 1/4" No. 2 Com.
10,000' 4 1/4" No. 3 Com.

HARD MAPLE

18,000' 4 1/4" No. 1 C. & Btr.

15,000' 8 1/4" No. 1 C. & Btr.

WALNUT

11,000' 4 1/4" 1st & 2nds
58,000' 4 1/4" No. 1 Com.
25,000' 5 1/4" No. 1 Com.
87,000' 4 1/4" No. 2 Com.
37,000' 5 1/4" No. 2 Com.
35,000' 4 1/4" Selects

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 No. 1 Com., 200,000 ft.
5-4 No. 1 Com., 15,000 ft., 10 in. and up.
8-4 No. 1 Com., 30,000 ft.
10-4 No. 1 Com., 12,000 ft.
12-4 No. 1 Com., 10,000 ft.
4-4 No. 2 Com., 300,000 ft.
8-4 No. 2 Com., 75,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash
Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willet Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK

4 1/4 1st & 2nd, 4 cars
4 1/4 No. 1 Com. & Sel.,
500,000'
4 1/4 No. 2 Com., 10 cars
5 1/4 No. 1 Com., 5 cars
4 1/4 Sound Wormy, 6 cars
4 1/4 No. 3 Com., 10 cars

PLAIN RED OAK

4 1/4 1st & 2nd, 1 car
4 1/4 No. 1 Com., 2 cars
4 1/4 No. 2 Com., 2 cars

QUARTERED WHITE OAK

4 1/4 1st & 2nd, average 8",
1 car
4 1/4 Com. & Btr Strips, 2"—
4", 3 cars

POPLAR

4 1/4 1st & 2nd, 1 car
1 1/4 No. 2 "A", 3 cars
4 1/4 Nos. 2 & 3, 10 cars
5/8 No. 2 Com., 1 car
4' Lath, 1 car

MISCELLANEOUS

5 1/4 No. 1 Com. & No. 1 Shop
Cypress, 1 car
4 1/4 No. 1 Shop Cypress, 1 car
6 1/4 1st & 2nd Sap Gum, 14'
& longer, 1 car
4 1/4 No. 3 Common Gum, 3
cars
2x6 & wider, Sd. & Sq. Edge
Oak, 5 cars
Can load separate cars each
width.

DIMENSION STOCK Mahogany and Walnut

Aside from our production of lumber and veneers—We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

Double Band Mill For Sale Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { MILLS } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

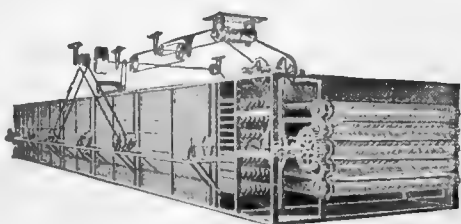
Willson Bros. Lumber Co.
MANUFACTURERS
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimension.

USE OAK

* Has Individual Display Ad on Page Designated.

Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 16)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

(*See page 17)
Write for List and Prices
North Vernon Lumber Company
Manufacturer North Vernon, INDIANA

(*See page 18)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Not one of them possesses much value as a source of lumber, and only the Southern live oak is abundant.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none. Sikeston,
BAKER-MATTHEWS LBR CO.
Memphis, Tenn. Manufacturer MISSOURI

Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 19)
We have to offer at present 1 car 4 4 FAS Quartered White Oak, 1 car 4 4 No. 1 C. & Bet. Quartered Red Oak.
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 20)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 21)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 22)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 23)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 24)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 25)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 26)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10 4 and 12 4 C & Bet. Oak; other thicknesses from 4 4 to 8 4 in all grades
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 11 4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Small Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C—
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4 4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Mills FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

(*See page 27)
Paepcke Leicht Lumber Company
SOUTHERN HARDWOODS
General Offices, Conway Building, Chicago
Manufacturer

(*See page 28)
Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: JACKSON, TENN.
Please let us have your inquiries

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6 4x20" Qtd. Red Oak Seat Stock
1 car 6 4x18" Qtd. White Oak Seat Stock
1 car 4 4x12" wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 29)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills
THISTLETHWAITE LUMBER COMPANY,
Manufacturer Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 30)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 31)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-12-55)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars
CLAY LUMBER COMPANY,
Manufacturer, Middle Fork, W. VA.

All stock graded up to quality—knocked down to price.
UTLEY-HOLLOWAY LUMBER COMPANY
Cowaway Building
Manufacturer Chicago, ILLINOIS

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

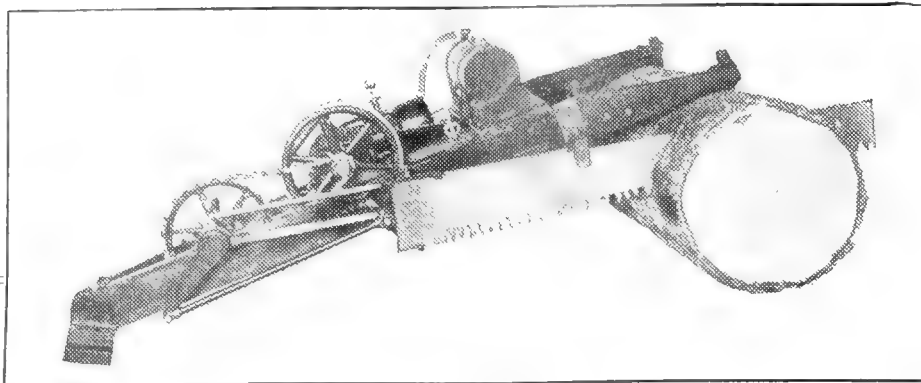
Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Hominy Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Owing to the increased cost of materials and labor the price of the Vaughan portable gasoline drag saw was advanced to \$184.00 F. O. B. Memphis, Tennessee, on November the 1st.

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY

General Distributing Agents
Memphis, Tenn.
Atlanta, Ga. New Orleans, La.

GENERAL SELLING AGENTS

MEMPHIS, TENN.

J. C. PENNOYER CO.

Selling Agents, 226 La Salle Street, Chicago
Exchange Bldg, Memphis, Tenn.
Gassaway, W. Va.

MASON-DONALDSON LUMBER CO.'S

LATEST LIST

Thoroughly Dry QUICK M-D MOVERS Ready for Shipping

Do You Need

BASSWOOD	200,000' 5/4" No. 1 Ch	100,000' 12/4" No. 1&B.
600,000' 1 3/4" No. 2 & Btr.	150,000' 6/4" No. 1 Ch	SOFT MAPLE
2 cars Full Product	2 cars 4/4" 1st & 2d	2 cars 4/4" No. 2 & Btr
2 cars 5/4" No. 1 & Btr	Sel. Red	2 cars 6/4" No. 2 & Btr.
All Saps	1 car 4/4" No. 1 Ch	SOFT ELM
100,000' 5/4" No. 1 & Btr	Sel. Red	1 car 4/4" No. 1 Ch
3 cars 6/4" No. 2 Com	HARD MAPLE	1 car 5/4" No. 1 & Btr
BIRCH	60,000' 3/4" 1st & 2d	1 car 5/4" No. 2 & Btr
4/4" to 8/4" 1st & 2d	250,000' 5/4" No. 2 & B	150,000' 8/4" No. 2 & B
150,000' 4/4" No. 1 Ch	300,000' 6/4" No. 2 & B	ROCK ELMS
200,000' 1 1/4" No. 2 Ch.	300,000' 8/4" No. 2 & B	125,000' 8/4" No. 2 & Btr.
	100,000' 10/4" No. 1&B.	Best of Log

The Mixed Car Specialists
Hardwoods Pine Hemlock
Maple and Birch Flooring
Rhineland, Wis.



AVERAGE PILES AND WIDTHS OF BIRCH

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Farm Tools and Implements

The distinction between farm tools and agricultural implements is not always clear. Some people consider a tool is an appliance operated by hand power, as a hoe, scythe, fork, or flail, while an implement is worked by draft animals or a tractor, like a plow, mowing machine, harrow, or reaper. It is not always easy to say which is which, as in the case of a fanning mill run with a crank, or a hand-operated cornsheller or cider mill.

The difference is not important so far as the wood is concerned of which the tools and implements are made. The same wood goes into both. Yet, certain woods are preferred for particular uses. By pretty common practice, handles for hoes, shovels and rakes are of ash. This wood meets requirements well. It is strong, stiff, and of medium lightness. It has plenty of spring for long and slender fork handles, and is stiff enough for shovel handles, which are not expected to bend much. The wood takes a sufficiently smooth polish to fit it for use in the bare hands. It resists decay well and seldom deteriorates after long service as handles in rain and sun. The annual use of this wood for handles in the United States exceeds 60,000,000 feet. All of it does not go into handles of farm tools, but most of it is put to that use. Hickory is the only wood in this country employed in greater quantities than ash, and hickory goes chiefly to tools other than those for farms. So, ash is the leading wood for farm tool handles.

Fourteen species of ash, some authorities count fifteen, grow in the United States, and the wood of all of them is good for tool handles; but white ash is the most abundant of them all and leads all others in quality. It is highly developed and abundant in the lower Mississippi valley.

(To be continued)

MEMPHIS

Regular Widths and Lengths

COTTONWOOD	
100,000' 4 1/4" No. 1 Com. & Btr.	15,000' 4 1/4" No. 1 Com.
75,000' 4 1/4" No. 1 Com. & Btr.	75,000' 4 1/4" No. 1 Com. & Btr.
PLAIN WHITE OAK	
27,000' 4 1/4" No. 1 Com.	65,000' 4 1/4" No. 1 Com.
15,000' 5 1/4" No. 1 Com. & Btr.	17,000' 10 1/2" FAS
18,000' 12 1/4" FAS	17,500' 16 1/2" FAS
PLAIN RED OAK	
100,000' 10 1/4" No. 1 Com. & Btr.	100,000' 10 1/4" No. 1 Com. & Btr.

Ferguson & Palmer Co.

Regular Widths and Lengths

COTTONWOOD	
100,000' 4 1/4" No. 1 Com. & Btr.	100,000' 4 1/4" No. 1 Com. & Btr.
12,000' 4 1/4" No. 1 Com. & Btr.	12,000' 4 1/4" No. 1 Com. & Btr.
15,000' 4 1/4" No. 1 Com. & Btr.	15,000' 4 1/4" No. 1 Com. & Btr.
18,000' 4 1/4" No. 1 Com. & Btr.	18,000' 4 1/4" No. 1 Com. & Btr.
20,000' 4 1/4" No. 1 Com. & Btr.	20,000' 4 1/4" No. 1 Com. & Btr.
22,000' 4 1/4" No. 1 Com. & Btr.	22,000' 4 1/4" No. 1 Com. & Btr.
24,000' 4 1/4" No. 1 Com. & Btr.	24,000' 4 1/4" No. 1 Com. & Btr.
26,000' 4 1/4" No. 1 Com. & Btr.	26,000' 4 1/4" No. 1 Com. & Btr.
28,000' 4 1/4" No. 1 Com. & Btr.	28,000' 4 1/4" No. 1 Com. & Btr.
30,000' 4 1/4" No. 1 Com. & Btr.	30,000' 4 1/4" No. 1 Com. & Btr.
32,000' 4 1/4" No. 1 Com. & Btr.	32,000' 4 1/4" No. 1 Com. & Btr.
34,000' 4 1/4" No. 1 Com. & Btr.	34,000' 4 1/4" No. 1 Com. & Btr.
36,000' 4 1/4" No. 1 Com. & Btr.	36,000' 4 1/4" No. 1 Com. & Btr.
38,000' 4 1/4" No. 1 Com. & Btr.	38,000' 4 1/4" No. 1 Com. & Btr.
40,000' 4 1/4" No. 1 Com. & Btr.	40,000' 4 1/4" No. 1 Com. & Btr.

GEO. C. EHEMANN & CO.

CYPRESS

150M ft. 4/4 Nos. 1 & 2	75M ft. 8 4 Select
100M ft. 4/4 No. 1 Shop	25M ft. 8/4 FAS
100M ft. 4/4 Select	150M ft. 8/4 Nos. 1 & 2
30M ft. 4/4 FAS	20M ft. 12/4" Shop & Better
75M ft. 8/4 Shop	

THANE LUMBER CO.

ASH	
400' 4 1/4" 6-9" 8-10"	45,500' 8 1/4" 6-9" 12"
1,000' 4 1/4" 6-9" 12"	87,100' 8 1/4" 6-9" 14-16"
1,200' 4 1/4" 6-9" 14-16"	8,200' 8 1/4" 6-9" 8-16" Select
17,700' 4 1/4" 10" up, 8-10"	32,000' 8 1/4" 10" up, 8-12"
14,200' 4 1/4" 10" up, 12"	28,000' 8 1/4" 10" up, 14-16"
18,000' 4 1/4" 10" up, 14-16"	15,500' 8 1/4" 10" up, 8-16" Select
36,400' 5 1/4" 6-9" 8-10"	4,400' 8 1/4" 12" up, 8-12"
11,400' 5 1/4" 6-9" 12"	1,000' 8 1/4" 12" up, 14-16"
10,700' 5 1/4" 6-9" 11-16"	1,000' 10 1/4" 6-9" 8-12"
1,800' 5 1/4" 10" up, 8-12"	1,000' 10 1/4" 6-9" 14-16"
1,800' 5 1/4" 10" up, 14-16"	1,200' 10 1/4" 10" up, 8-12"
600' 5 1/4" 12" up, 8-12"	700' 10 1/4" 10" up, 14-16"
800' 5 1/4" 12" up, 11-16"	71,000' 12 1/4" 6" up, 8-12"
1,500' 6 1/4" 6-9" 8-10"	85,000' 12 1/4" 6" up, 14-16"
2,500' 6 1/4" 6-9" 12"	20,100' 12 1/4" 6" up, 8-12"
1,500' 6 1/4" 6-9" 14-16"	1,000' 14 1/4" 6" up, 8-12"
7,000' 6 1/4" 10" up, 8-12"	1,000' 16 1/4" 6" up, 8-12"
6,200' 6 1/4" 10" up, 14-16"	13,800' 16 1/4" 6" up, 14-16"
900' 6 1/4" 12" up, 8-12"	6,500' 16 1/4" 12" up, 8-12"
400' 6 1/4" 12" up, 14-16"	6,000' 16 1/4" 12" up, 14-16"
3,500' 8 1/4" 6-9" 8-10"	16,000' 20 1/4" 6" up, 8-16"
	600' 24 1/4" 6" up, 8-16"

DUDLEY LUMBER CO., Inc.

BEECH	
10,000' 8 1/4" No. 1 Com.	10,000' 8 1/4" No. 1 Com.
CYPRESS	
10,000' 5 1/4" Shop & Btr.	10,000' 5 1/4" Shop & Btr.
10,000' 8 1/4" Shop & Btr.	10,000' 8 1/4" Shop & Btr.
PLAIN RED OAK	
10,000' 5 1/4" No. 1 Com.	10,000' 5 1/4" No. 1 Com.
10,000' 6 1/4" No. 1 Com. & Btr.	10,000' 6 1/4" No. 1 Com. & Btr.
10,000' 8 1/4" No. 1 Com. & Btr.	10,000' 8 1/4" No. 1 Com. & Btr.
10,000' 10 1/4" No. 1 Com. & Btr.	10,000' 10 1/4" No. 1 Com. & Btr.
10,000' 12 1/4" No. 1 Com. & Btr.	10,000' 12 1/4" No. 1 Com. & Btr.
10,000' 14 1/4" No. 1 Com. & Btr.	10,000' 14 1/4" No. 1 Com. & Btr.
10,000' 16 1/4" No. 1 Com. & Btr.	10,000' 16 1/4" No. 1 Com. & Btr.
10,000' 18 1/4" No. 1 Com. & Btr.	10,000' 18 1/4" No. 1 Com. & Btr.
10,000' 20 1/4" No. 1 Com. & Btr.	10,000' 20 1/4" No. 1 Com. & Btr.
10,000' 22 1/4" No. 1 Com. & Btr.	10,000' 22 1/4" No. 1 Com. & Btr.
10,000' 24 1/4" No. 1 Com. & Btr.	10,000' 24 1/4" No. 1 Com. & Btr.
10,000' 26 1/4" No. 1 Com. & Btr.	10,000' 26 1/4" No. 1 Com. & Btr.
10,000' 28 1/4" No. 1 Com. & Btr.	10,000' 28 1/4" No. 1 Com. & Btr.
10,000' 30 1/4" No. 1 Com. & Btr.	10,000' 30 1/4" No. 1 Com. & Btr.
10,000' 32 1/4" No. 1 Com. & Btr.	10,000' 32 1/4" No. 1 Com. & Btr.
10,000' 34 1/4" No. 1 Com. & Btr.	10,000' 34 1/4" No. 1 Com. & Btr.
10,000' 36 1/4" No. 1 Com. & Btr.	10,000' 36 1/4" No. 1 Com. & Btr.
10,000' 38 1/4" No. 1 Com. & Btr.	10,000' 38 1/4" No. 1 Com. & Btr.
10,000' 40 1/4" No. 1 Com. & Btr.	10,000' 40 1/4" No. 1 Com. & Btr.

WELSH LUMBER COMPANY

QUARTERED RED OAK	
15,000' 4 1/4" Select.	29,000' 3/8" No. 1 Com.
PLAIN RED OAK	
27,000' 5 1/4" FAS.	8,000' 6 1/4" FAS.
8,000' 6 1/4" FAS.	8,000' 3/8" No. 1 Com.
18,000' 4 1/4" No. 1 Com.	85,000' 6 1/4" No. 1 Com.
76,000' 4 1/4" No. 2 Com.	150,000' 4 1/4" No. 3 Com.
12,000' 12 1/4" FAS.	50,000' 12 1/4" No. 1 Com.
ELM	
18,000' 4 1/4" Log Run.	71,000' 6 1/4" Log Run.
63,000' 8 1/4" Log Run.	
QUARTERED RED GUM	
229,000' 12 1/4" Log Run.	157,000' 16 1/4" Log Run.
COTTONWOOD	
150,000' 4 1/4" No. 1 and No. 2 Com.	12,000' 4 1/4" No. 1 Com., 12" up.
13,000' 4 1/4" No. 2 Com. & Btr.	16,000' 8 1/4" No. 2 Com. & Btr.
39,000' 6 1/4" No. 3 Com.	14,000' 16 1/4" Log Run.
13,000' 4 1/4" FAS.	13,000' 4 1/4" FAS.
16,000' 8 1/4" No. 2 & Btr.	15,000' 12 1/4" No. 2 & Btr.
14,000' 4 1/4" Log Run.	23,000' 8 1/4" Selects.
20,000' 12 1/4" Selects.	80,000' 4 1/4" Shop.
125,000' 8 1/4" Shop.	

Stimson Veneer & Lbr. Co.

Stock Regular Widths and Lengths and 6-10 Months Dry

QUARTERED RED OAK	
10,000' 4 1/4" No. 1 Com.	10,000' 4 1/4" No. 1 Com.
ASH	
10,000' 4 1/4" No. 1 Com.	10,000' 4 1/4" No. 1 Com.
ELM	
15,000' 4 1/4" No. 1 Com.	15,000' 4 1/4" No. 1 Com.
PLAIN RED OAK	
10,000' 4 1/4" No. 1 Com.	10,000' 4 1/4" No. 1 Com.
QUARTERED RED GUM	
10,000' 4 1/4" No. 1 Com.	10,000' 4 1/4" No. 1 Com.
PECAN	
10,000' 4 1/4" No. 1 Com.	10,000' 4 1/4" No. 1 Com.

BROWN LAND & LUMBER CO.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM	
1 car 8 1/4" No. 1 Com.	1 car 8 1/4" No. 1 Com.
1 car 12 1/4" Log Run	1 car 12 1/4" Log Run
1 car 16 1/4" Log Run	1 car 16 1/4" Log Run
BLACK GUM	
1 car 4 1/4" Log Run	1 car 4 1/4" Log Run
PLAIN RED OAK	
1 car 5 1/4" No. 1 Com.	1 car 5 1/4" No. 1 Com.
QUARTERED RED GUM	
1 car 5 1/4" No. 1 Com.	1 car 5 1/4" No. 1 Com.
1 car 6 1/4" No. 1 Com.	1 car 6 1/4" No. 1 Com.
1 car 8 1/4" FAS	1 car 8 1/4" FAS
SAP GUM	
1 car 4 1/4" FAS, 13" wide	1 car 4 1/4" FAS, 13" wide
1 car 4 1/4" Box Bds., 9 to 12" wide	1 car 4 1/4" Box Bds., 9 to 12" wide
1 car 4 1/4" Box Bds., 13 to 17" wide	1 car 4 1/4" Box Bds., 13 to 17" wide
PLAIN RED OAK	
1 car 4 1/4" FAS	1 car 4 1/4" FAS
1 car 5 1/4" FAS	1 car 5 1/4" FAS
SOUND WORMY OAK	
1 car 4 1/4" Com. & Btr.	1 car 4 1/4" Com. & Btr.
QUARTERED WHITE OAK	
1 car 4 1/4" No. 1 Com.	1 car 4 1/4" No. 1 Com.

The Mossman Lumber Co.

MEMPHIS

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM	75,000' 8/4" No. 1 Com. & Btr.
200,000' 5/8" No. 1 Com. & Btr.	SOFT MAPLE
45,000' 4/4" Box Bds. 13 to 17"	40,000' 8/4" Log Run
60,000' 4/4" Box Bds. 9 to 12"	30,000' 10/4" No. 1 Com. & Btr.
90,000' 4/4" 1&2, 13 to 17"	PLAIN RED OAK
150,000' 4/4" 1&2, 6 to 12"	15,000' 4/4" 1&2
150,000' 4/4" No. 1 Com.	50,000' 5/4" 1&2
250,000' 5/4" No. 2 Com.	50,000' 5/4" No. 1 Com.
250,000' 5/4" Nos. 1 & 2 Com.	30,000' 6/4" No. 1 Com.
QUARTERED SAP GUM	30,000' 4/4" No. 2 Com.
200,000' 8/4" No. 1 Com. & Btr.	45,000' 6/4" No. 1 Com.
PLAIN RED GUM	45,000' 10/4" No. 1 Com. & Btr.
100,000' 5/8" No. 1 Com.	PLAIN WHITE OAK
75,000' 4/4" 1&2	75,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com.	30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.	15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM	SOFT ELM
150,000' 4/4" No. 1 Com. & Btr.	75,000' 6/4" Log Run
30,000' 5/4" No. 1 Com. & Btr.	45,000' 12/4" Log Run
15,000' 6/4" No. 1 Com. & Btr.	50,000' 10/4" Com. & Btr.

FRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

COTTONWOOD

36,000' 12/4" 1s & 2s
28,000' 16/4" 1s & 2s

ASH

40,000' 8/4" 1s & 2s
68,000' 8/4" No. 1 Com.

CYPRESS

75,000' 4/4" Select
82,000' 4/4" No. 1 Shop
325,000' 4/4" No. 2 Com.
114,000' 8/4" Select
255,000' 8/4" No. 1 Shop
285,000' 8/4" No. 1 Com.
112,000' 8/4" No. 2 Com.

JAMES E. STARK & CO., Inc.

QUARTERED RED GUM

30,000' 4/4" 1s & 2s
215,000' 4/4" No. 1 Com.
96,000' 5/4" 1s & 2s
255,000' 5/4" No. 1 Com.
38,000' 6/4" 1s & 2s
148,000' 6/4" No. 1 Com.
55,000' 8/4" 1s & 2s
31,000' 8/4" No. 1 Com.
18,000' 10/4" 1s & 2s
8,000' 10/4" No. 1 Com.
8,500' 12/4" 1s & 2s

PLAIN RED GUM

59,000' 4/4" 1s & 2s
22,000' 4/4" No. 1 Com.
40,000' 5/4" 1s & 2s

PLAIN RED OAK

162,000' 5/4" No. 1 Com.
34,000' 6/4" 1s & 2s
80,000' 6/4" No. 1 Com.
25,000' 8/4" No. 1 Com.

QUARTERED SAP GUM

30,000' 6/4" 1s & 2s
45,000' 6/4" No. 1 Com.
10,400' 8/4" No. 1 Com.

SAP GUM

40,000' 4/4" 1s & 2s, 13" up
160,000' 4/4" No. 2 Com.
160,000' 5/4" No. 1 Com.
316,000' 6/4" No. 1 Com.
120,000' 8/4" 1s & 2s
115,000' 8/4" No. 1 Com.

BELLGRADE LUMBER CO.

DO YOU WANT IT?

ASH

15,000' 8/4" 1s & 2s, 10" & wider
15,000' 8/4" 1s & 2s, 6 to 10"
25,000' 6/4" 1s & 2s, 30 to 35" 10" & wider
25,000' 6/4" No. 1 Com., 25 to 30" 10" & wider
35,000' 5/4" 1s & 2s, 20 to 25" 10" & wider
75,000' 5/4" No. 1 Com., 10 to 15" 10" & wider
20,000' 4/4" No. 1 Com. & Btr.

CYPRESS

1 car 8/4" 1s & 2s, 65 to 70" 12" & wider
1 car 8/4" Selects
2 cars 5/4" 1s & 2s, 65 to 70" 12" & wider
2 cars 5/4" Selects
2 cars 5/4" No. 1 Shop
1 car 4/4" 1s & 2s
1 car 4/4" Selects
2 cars 4/4" No. 1 Shop
1 car 3/4" No. 1 Shop & Btr.

The Kraetzer-Cured Lumber Co.

Dry

SAP GUM	35,000' No. 2 Com. 5/4"
150,000' 1s & 2s 5/4"	PLAIN RED OAK
200,000' No. 1 Com. 5/4"	50,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 8/4"	PLAIN OAK
RED GUM	40,000' No. 1 C. & B. 16/4", green
100,000' 1s & 2s 5/4"	COTTONWOOD
100,000' No. 1 Com. 5/4"	200,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"	100,000' 1s & 2s 5/4"
50,000' No. 1 Com. 8/4"	100,000' No. 1 Com. 6/4"
WILLOW	30,000' Box Bds. 1x9" to 12"
100,000' 1s & 2s 4/4"	CYPRESS
50,000' No. 1 Com. 5/4"	40,000' 1s & 2s 3"
ASH	100,000' No. 1 Shop 5/4"
100,000' No. 1 Com. 4/4"	15,000' No. 1 Shop 4/4"
15,000' 1s & 2s, 2x12" & up	30,000' Select 5/4"
30,000' 1s & 2s, 3x12" & up	50,000' Select 4/4"
30,000' 1s & 2s, 2 1/2"	

E. SONDHEIMER CO.

SAP GUM	SAP, NO DEFECT
100,000' FAS. 4/4"	100,000' No. 1 Com. & Btr. 8/4"
50,000' FAS. 5/4"	COTTONWOOD
70,000' FAS. 6/4"	110,000' No. 1 & Panel, 4/4-18" up

PLAIN RED GUM

150,000' FAS. 4/4"
10,000' FAS. 5/4"
10,000' FAS. 6/4"
200,000' No. 1 Com. 4/4"
65,000' No. 1 Com. 5/4"
20,000' No. 1 Com. 6/4"

QUARTERED RED GUM

60,000' No. 1 Com. & Btr. 4/4"
80,000' No. 1 Com. & Btr. 5/4"
60,000' No. 1 Com. & Btr. 6/4"
25,000' FAS. 8/4"
90,000' No. 1 Com., 8/4"

ANDERSON-TULLY CO.

PLAIN RED OAK	PLAIN RED GUM
200,000' 5/4" Com. & Btr.	150,000' 4/4" Com. & Btr.
230,000' 6/4" Com. & Btr.	250,000' 5/4" Com. & Btr.
60,000' 8/4" Com. & Btr.	300,000' 6/4" Com. & Btr.
20,000' 10/4" Com. & Btr.	QUARTERED SAP GUM
100,000' 12/4" Com. & Btr.	200,000' 6/4" Com. & Btr.

PLAIN WHITE OAK

75,000' 6/4" Common
125,000' 8/4" Common
15,000' 12/4" Common
QUARTERED WHITE OAK
50,000' 4/4" FAS
20,000' 6/4" FAS
50,000' 4/4" Common
50,000' 6/4" Common
ASH
50,000' 12/4" Com. & Btr.
200,000' 5/4" Common
ELM
200,000' 8/4" Log Run
25,000' 10/4" Log Run
50,000' 12/4" Log Run

PLAIN RED GUM	QUARTERED RED GUM
200,000' 6/4" Com. & Btr.	200,000' 6/4" Com. & Btr.
200,000' 8/4" Com. & Btr.	100,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.	100,000' 12/4" Com. & Btr.

PLAIN SAP GUM

150,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
150,000' 8/4" Com. & Btr.
150,000' 10/4" Com. & Btr.
200,000' 12/4" Com. & Btr.
600,000' 4/4" No. 2 Com.
125,000' 5/4" No. 2 Com.
GUM
150,000' Wide Box Boards
100,000' Narrow Box Boards

GAYOSO LUMBER CO.
BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

ELM

25,000' 4/4" No. 2 Com. & Btr.
100,000' 12/4" No. 2 Com. & Btr.

SAP GUM

72,000' 1/2" 1s & 2s
50,000' 5/8" 1s & 2s
100,000' 4/4" 1s & 2s
14,400' 8/4" 1s & 2s
15,000' Boxboards, S2S to 13/16", 13/17"
16,000' 1/2" No. 1 Com.
24,000' 5/8" No. 1 Com.
500,000' 4/4" No. 1 Com.
36,000' 4/4" No. 1 Com., 13" & up

RED GUM

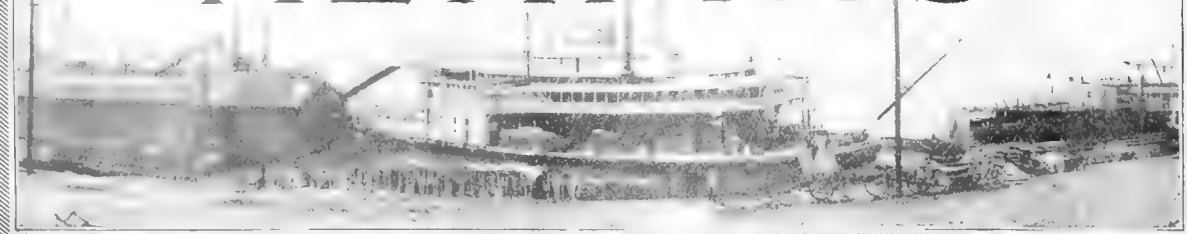
20,000' 5/8" 1s & 2s
100,000' 4/4" 1s & 2s
40,000' 5/4" 1s & 2s
45,000' 6/4" 1s & 2s
13,000' 8/4" 1s & 2s
42,000' 3/8" No. 1 Com.
165,000' 5/8" No. 1 Com.
500,000' 4/4" No. 1 Com.
70,000' 5/4" No. 1 Com.
100,000' 6/4" No. 1 Com.
19,000' 8/4" No. 1 Com.

QUARTERED RED GUM

18,000' 4/4" 1s & 2s
40,000' 5/4" 1s & 2s
70,000' 4/4" No. 1 Com.
OAK
180,000' 4/4" Sound Wormy

RUSSE & BURGESS, Inc.

MEMPHIS



Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

This Stock Is Dry and Runs in Regular Widths and Lengths

50,000' 4/4" No. 1 Com. & Btr.	10,000' 4/4" Log Run
230,000' 8/4" No. 1 Com. & Btr.	SAP GUM
3,000' 10/4" No. 1 Com. & Btr.	20,000' 4/4" FAS
9,000' 12/4" No. 1 Com. & Btr.	66,000' 4/4" No. 1 Com.
75,000' 4/4" No. 2 Com.	214,000' 4/4" No. 2 Com.
30,000' 12/4" Log Run	100,000' 4/4" No. 3 Com.
30,000' 12/4" Log Run	30,000' 4/4" Box Boards, 8 to 12"
10,000' 8/4" Log Run	40,000' 4/4" Box Boards, 13 to 18"
15,000' 4/4" FAS	18,000' 5/4" FAS
350,000' 4/4" No. 1 Com.	105,000' 5/4" No. 1 Com.
35,000' 5/4" No. 1 Com.	10,000' 6/4" FAS
QUARTERED RED GUM	15,000' 6/4" No. 1 Com.
40,000' 4/4" No. 1 Com.	25,000' 5/4" No. 1 Com. & Btr.
CYPRESS	65,000' 6/4" No. 1 Com. & Btr.
40,000' 4/4" Log Run	23,000' 8/4" No. 1 Com. & Btr.
6,000' 5/4" Log Run	66,000' 12/4" No. 1 Com. & Btr.
3,000' 6/4" Log Run	PLAIN RED OAK
9,000' 8/4" Log Run	125,000' 5/4" No. 1 Com. & Btr.
	100,000' 6/4" No. 1 Com. & Btr.

PENROD-JURDEN COMPANY

WHITE ASH

4 cars 16/4" FAS, choice stock, about 15% Selects.	1 car 10, 1x10" & up FAS & Selects, 30% Selects
5 cars 12/4" FAS, choice stock, about 20% Selects.	1 car 12/4x10" & up FAS & Selects, 30% Selects
5 cars 10/4" FAS, choice stock, about 20% Selects.	3 cars 4/1x3" & up No. 1 Com.
1 small car 14/4" No. 1 Com. & Btr., bone dry, 40% No. 1 Com.	5 cars 5/4x3" & up No. 1 Com.
5 cars 8/4" FAS & Selects, about 25% Selects.	2 cars 6/4x3" & up No. 1 Com.
1 car 6/4" FAS & Selects, about 25% Selects.	5 cars 8/4x3" & up No. 1 Com.
2 cars 5/4" FAS & Selects, about 25% Selects.	1 car 10/4x3" & up No. 1 Com.
2 cars 4/4" FAS & Selects, about 25% Selects.	1 car 12/4x3" & up No. 1 Com.
3 cars 4/4" to 8/4x10" & up FAS & Selects, 15% Selects.	1 car 8/4x3" & up, 1 Face Clear, Shorts, Bone Dry, Special Price
	1 car 12/4x3" & up, 1 Face Clear, Shorts, Bone Dry, Special Price
	1 car 5/4" No. 2 Com. & Btr. Wormy, Nice Stock
	5 cars 6/4" to 12/4" No. 2 Com.

We specialize in White Ash

Thompson-Katz Lumber Co.

PLAIN WHITE OAK	PLAIN RED GUM
15,000' 4/4 1st & 2nds	30,000' 4/4 1st & 2nds
50,000' 4/4 No. 1 Com.	15,000' 4/4 No. 1 Com.
20,000' 4/4 No. 2 Com.	30,000' 6/4 No. 1 Com.
50,000' 5/4 No. 1 Com.	SAP GUM
12,000' 5/4 No. 2 Com.	30,000' Wide Box Boards
18,000' 6/4 No. 2 Com.	Narrow Box Boards
PLAIN RED OAK	200,000' 4/4 1st & 2nds
30,000' 4/4 1st & 2nds	250,000' 4/4 Nos. 1 & 2 Com.
70,000' 4/4 No. 1 Com.	100,000' 5/4 1st & 2nds
40,000' 4/4 No. 2 Com.	140,000' 5/4 Nos. 1 & 2 Com.
PLAIN MIXED OAK	30,000' 6/4 1st & 2nds
40,000' 4/4 Sound Wormy	95,000' 6/4 Nos. 1 & 2 Com.
60,000' 4/4 No. 3 Com.	MISCELLANEOUS
30,000' 6/4 No. 3 Com.	75,000' 6/4 No. 1 Com. & Btr. Elm
QUARTERED RED GUM	25,000' 6/4 Nos. 2 & 3 Com. Elm
200,000' 8/4 No. 1 Com. & Btr.	15,000' 4/4 Log Run Locust
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150,000' 6/4" No. 1 Com.	50,000' 8/4" Log Run
40,000' 8/4" No. 1 Com.	25,000' 10/4" Log Run
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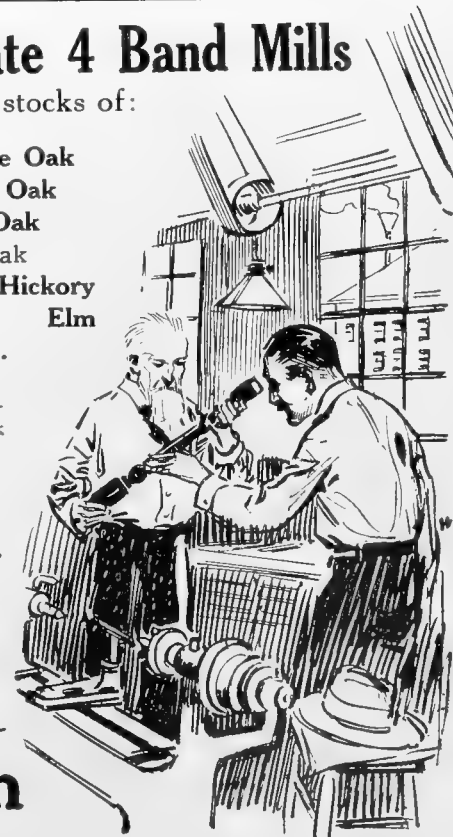
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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....17-18
The Left-Overs.....18
Searching for Trade.....18

SPECIAL ARTICLES:

Important Announcements from Washington.....19-20
Working to Develop Export Shipments.....21
Building Code Revision Campaign.....21
Optimism the Rule in Canada.....22-23
To Return Railroads to Owners.....23
Meaning of Standardization in Wagons.....23
Latest Regarding Hardwood Grades.....24-24a
Letters from a Panel Boss.....25-28
Sparks Heads Rotary Men.....28
Club House for Returning Soldiers.....32b

CLUBS AND ASSOCIATIONS:

Indiana Hardwood Men Meet.....24a
Export Corporation Organized.....24b
Rotary Manufacturers Organize.....24b
Half Century Meeting Held.....32a-32b
Miscellaneous.....33-34
Walnut Men Join American.....32b

THE MAIL BAG.....33

WITH THE TRADE.....34-36

PERTINENT INFORMATION.....36-40

HARDWOOD NEWS.....40-46

HARDWOOD MARKET.....46-49

CLASSIFIED ADVERTISEMENTS.....50-51

HARDWOODS FOR SALE.....51, 52 and 54

ADVERTISERS' DIRECTORY.....53

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Hardwood Record

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Review and Outlook

General Market Conditions

AS FAR AS THE EFFECT on trade is concerned the reconstruction months show the same influences in the lumber industry as in other lines. Fundamentally the situation is not exactly the same, but the period of making over is reflected with the same effect. The situation has been aptly described as a contest between the buyers and sellers to see which can hold out longer.

During the development of war industry it was not safe to base one's prophecies for any individual line of business entirely upon the fundamental matters of economics with which all lines of business are involved in their respective manners. It was not safe to say: "Business in general looks good, therefore, my business will be good," or: "Business in general looks bad, therefore, my business will be bad." It all depended upon the position of the individual business. So it is not safe today to base one's theories of the future entirely upon the broad outlook, but to be sure one must just as carefully consider those conditions which have an especial bearing on one's own line of endeavor.

The terse description of business given above surely holds true in a general way, and it is equally true so far as the immediate present is concerned in respect to the lumber business. It must be remembered, though, that the fundamental law of supply and demand is just as important a factor. Today sellers and buyers of hardwood lumber are continuing to see-saw back and forth, the buyers taking only those quantities that they will need and confidently expecting a break in prices.

The lumbermen, on the other hand, are gathering optimism rather than losing it as the weeks go by, and undoubtedly are holding out now with greater confidence in the outcome than they felt in the beginning of the reconstruction period. It is really not necessary to go much further than consideration of supply in arriving at one's conclusions, because the supply in sight is so far short of what the normal demand might be that any falling off in realization of this demand would have to be extremely marked in order to bring demand down to the point of supply as it promises at this date.

This phase of the situation has been emphasized repeatedly in this column in late issues, but at no time has a prophecy of short supply been based upon such certain figures as can be quoted at present. It is stated on the best authority that taking in the whole southern hardwood producing region the average input of logs during the winter logging period will not be fifty or at best fifty-five per cent. Log buying practically ceased at the time the lumber embargo went into effect several months ago, and was never actively resumed while the prospect of the continuance of the embargo faced the southern opera-

tors. When the war was over and the embargo lifted it developed that it will be impossible to organize logging crews before the wet season sets in, and now it is absolutely certain that the quantity of logs cut already is practically the limit of what may be cut during the winter. This quantity is as above stated.

Careful analysis of northern statistics reveals but slightly more favorable outlook, but the very definite prospect of an almost equal shortage in northern log cut. The open winter has played havoc with plans and in the main the prospect for cut slightly over what was estimated is practically wiped out by difficulty in the woods. In some regions the logging country is just a mire, as it never has been solidly frozen. The result is that logging is extremely difficult and slow in some places, and absolutely impossible in others. This bad weather condition on top of continued shortage and inferiority of labor will keep the winter input of logs down to less than seventy per cent of what it should be. The prospect is, therefore, for less than sixty per cent of a normal hardwood log input the country over.

Hardwood buying during the past year or year and a half has been mostly on war business. The biggest percentage of any stocks of this character that have been accumulated are unsuited to commercial production and, therefore, may be discounted. We come down to the fact then that hardwood buying, except for specialized war business, requiring specialized stocks, has been from hand to mouth, or merely as the business on hand required for the past year and a half or two years. This means that stocks in the wholesale and factory yards are very little more than what is actually required for work on the books.

At the mills some items that have played an important part in war work have accumulated, but the government has established a definite policy of giving ample protection on such materials as may be fitted for commercial consumption. In very few instances, therefore, are there any accumulations of hardwood stocks which might have a tendency to flood the market. In fact, it is surprising how many items it is difficult to buy at any price. It is further significant that these difficult items are almost entirely in the normal commercial lines of hardwood output. The items that appear to be plentiful are those which have been manufactured in quantity because of the pressing need in war work, and as stated, the government is showing a very fair disposition in this direction.

There has been a good deal of speculation as to the outlook for such special items as mahogany and walnut propeller lumber. Here is a very high grade of material manufactured at excessive cost that would ordinarily be unsalable at a proper figure on the commercial market. There is now a reasonable assurance that continued purchases by the French government will take care of a very large pro-

portion of this accumulation. On other special items that have been cut the prospect is for definite government assistance, and Washington authorities are in fact now busily engaged in appraising the situation so far as the amount of stock and valuation is concerned for the purpose of working out the matter with fairness to all. It is possible that Uncle Sam may finally decide to purchase outright all of this material, and take it out of the market altogether for a year or two ahead.

On the whole, anyone interested in the situation regarding hardwoods is safest in figuring the matter from the viewpoint of supplies of commercial lumber, as accumulated stocks of war materials not only are relatively insufficient to play any very important part, but are going to be rendered less of an influence because of government co-operation in marketing.

In the matter of commercial products then a broad view will take into account the certain shortage of production, and the prospects for brisk demand. The furniture shows developed not only a distinctly optimistic attitude on the part of the furniture manufacturers, but revealed that the furniture manufacturing trade is at heart pretty well reconciled to paying present prices, and this state of mind is strengthened by the fact that the retailers seemingly are reconciled to present figures prevailing in furniture.

The furniture trade is exhibiting its confidence in the situation by holding up its own prices, and in this they seem to be justified by reports of active demand from retailers all over the United States. There has been a further reflection of this situation in the form of contracts, which come at more and more frequent intervals wherein woodworkers have contracted for the entire 1919 supply, evidently figuring that it is safer to be assured of material at present prices than to leave the question of supply uncertain with the prospect that prices may go even higher. The standing of some of the buyers who have ceased to hesitate gives room for thought to others who may still be on the fence.

The Leftovers

THE SUDDEN ENDING OF THE WAR not only left many war supplies on the hands of the government, but likewise left large quantities of such supplies in the hands of contractors who have been furnishing the army and navy. The government has announced its purpose of disposing of such supplies as it now holds and will not need; and they will be put on the market in course of time, in small or large quantities.

The leftovers in the hands of contractors constitute a more serious problem. While the war was in progress the government let it be known that it would need vast stores of many articles to win the victory, and contractors were asked, indirectly if not directly, to get the stores together, ready to meet this call. The materials included all things needed in modern war; but wood of many kinds was what most concerned lumbermen, and they were expected to acquire the raw material and in some cases partly manufacture it, and have it at hand when it should be needed.

They did so. They acted from patriotic motives as well as for business reasons. While they expected to make a fair profit for themselves, they also stood ready to aid in pushing the war; therefore, they accumulated timber and lumber, and in some cases passed it through one or more stages of manufacture.

This material was in the contractor's hands when the armistice was signed. Much of it had been so far manufactured into war stores that its value for civilian uses was lessened or destroyed. The government will not take it off the contractors' hands, and the problem of disposing of it is one of considerable seriousness and perplexity. For example, if in anticipation of the need of enough walnut to make three million more gunstocks, the lumbermen went ahead and gathered the wood together, sawed it into articles of regulation thickness, and then came the end, the government refused to take the walnut, what are the contractors to do about it? It has been reduced to dimensions disqualifying it for most civilian uses.

This is an instance only. Similar ones exist by scores. Thou-

sands of lumbermen have stuff left on their hands in precisely the same way. Their zeal and energy in providing for the government's war necessities make them liable to suffer serious loss because the stuff can now be sold only at a sacrifice, if at all. Doubtless others are in the same boat as the lumbermen, and have been left with stock on hand which was intended for the government, and which will not sell readily elsewhere.

Apparently, those left with such war supplies will have to stand the loss, although it seems unfair that they should thus be made to suffer from their zeal and industry in rushing to the government's assistance when it was in trouble. They took care of the government in its time of need; but it does not seem disposed to reciprocate when the situation is reversed.

It is not the first case of the kind in history, for did not Cardinal Woolsey exclaim:

Had I but served my God with half the zeal
I served my king, he would not in my age
Have left me naked to my enemies.

Searching for Trade

RESULTS OUGHT TO BEGIN to come in before long from the work done during recent years by trade commissioners appointed by the Department of Commerce and sent to various countries to investigate opportunities for increasing our business along many lines in different parts of the world. No fewer than six investigations have been completed or are under way which have for their object the extension of American lumber business. One was made by Franklin H. Smith in Japan, China and Australia; one by Roger E. Simmons in South America. These were completed three years ago. Four others are under way: By Simmons in Russia and Siberia; by Oxholm in Scandinavia and Finland; by Walker in England, France and Switzerland; by Brown in southern Europe and northern Africa.

The field work has been completed in Russia and Siberia. Mr. Simmons entered Siberia at Vladivostok and after two years came out in Sweden, after many adventures and escapes. Mr. Walker was safer in London and while making his headquarters there he established an exhibit of American woods which will help introduce our lumber in that market. No detailed information is at hand concerning the work done by Mr. Oxholm and Mr. Brown in their particular fields, except that they have been at work.

During the whole time that the commissioners have been in Europe their work has been hindered by the war, and it is remarkable that anything was accomplished. Working conditions should improve from this time on, and the final reports by these commissioners should be made public before long.

Then what? Whether their work shall lead to large sales of lumber will depend chiefly upon what lumbermen do to push sales. The printed reports of the commissioners who investigated conditions abroad will not, of themselves, sell much lumber. Those men were not sent abroad to sell lumber directly. Their mission was to ascertain where lumber might be sold and in what way and under what conditions. There the work of the trade commissioners ends, and there should begin the lumbermen's part of the job.

First class salesmanship will be needed if much is to be accomplished. The lumbermen who want this foreign business must find ways to get it. It will not come unless they fight for it, and the problem now is, how to make a winning bid; how to sell lumber, after the commissioners have explored and mapped the markets.

The hardwood associations in Wisconsin and Michigan intend to send their own man, Roy H. Jones, to Europe to sell lumber. He will have his headquarters in Paris. As much use as possible will be made of the work done by the trade commissioners who have gone before, but something additional will be done to get practical results in the way of lumber sales. It is, in a measure, something new in the way of pushing the sale of export lumber, and results will be watched with interest. If successful in France, it may be assumed that salesmen will be sent to other countries.

Important Announcements from Washington

By H. C. Hallam

Much dissatisfaction prevails in the lumber trade regarding prices and methods prevailing in the purchase of hardwood and other materials by the railroad administration. Some of the points made in the complaints have been laid before the officials. In answer it was stated that a plan is in formation by which the railroad administration will try to get in touch with all producing factors whether they sell direct or through wholesale organizations, not overlooking any one, and to obtain better coöperation between producers, wholesalers and railroad purchasing forces. Lists of hardwood mills on various roads are being compiled together with the methods by which the mills make their sales, and the capacity of the mills.

It is contemplated that when this information is complete that a plan can be worked out whereby individual roads can send out their bid requests and make purchase direct without reference to the purchasing committee; each purchasing agent having in hand information which will give him a good mailing list, an idea of the producing territories, and the best sources of supply, particularly keeping out of the hands of brokers. It is not felt, however, that this action can be put in force until uniformity of specifications and grading rules is properly established.

There has been criticism of methods of purchase which have necessitated too much red tape and have vastly increased the cost of doing business with the railroads, but officials of the railroad administration say they do not see where there should be any necessity for increased cost in doing business with the railroads.

From the manufacturers' standpoint, it is claimed in Washington, the administration system is better than the old system, because the manufacturer can sell to one road for all roads and does not have to rely on the brokers.

The practice has been for the order for railroad material to come from the railroad line on which the material originates for other lines, although the payment comes from the final user. Hardwood men say that this requires a good deal of time in selling and necessitates the selling to two or three people rather than one as formerly.

As to this, it is stated at the railroad administration that if the lumberman understands the system he need not sell to or see several people, but only one. If he does not understand the system, or if he wishes to try to disregard it, he might approach purchasing agents for several lines, only to be told that he should go to the line on which his material originates in order to dispose of it. This method on the part of the lumberman, it is said, might increase his selling expenses.

Lumber Representative

Louis Germain of Pittsburgh, president of the wholesalers' bureau, has been suggested for appointment on the national committee of the United States Chamber of Commerce as representative of the wood and wood products industries of America. J. H. Kirby, president of The National Lumber Manufacturers' Association, has also been nominated for this appointment, which is to be made by Harry A. Wheeler, president of the national chamber.

The committee, which will contain twelve members representing the twelve basic industries or groups of industries in America, may go to Paris to offer its advice on industrial and reconstruction problems to members of the peace conference. Whether this is done or whether he is appointed to the committee, it is understood that Mr. Germain is contemplating a trip to Paris to represent the wholesalers' bureau and the distributing business of the country as a whole, to gather and give information regarding American business problems, especially as to the lumber and distributing businesses, and to see about prospects for American lumber in foreign markets.

In that connection it is reported that the export sales corporation of the wholesalers' bureau may handle other things besides lumber in its foreign trade.

The Surplus Lumber Stocks

Capt. G. M. Chambers, U. S. A., resigned, who has gone with the Kendall Lumber Company, Newark, N. J., is reported to have been selected to take charge of the distribution of surplus lumber stocks belonging to the war department.

A conference is scheduled for Washington during the week of January 20 to get reports from representatives of various branches of the lumber industry, including leading trade associations, on the uniform plan for the disposal of surplus stocks of building materials in the possession of the government that was unanimously agreed to at a joint conference January 8.

The surplus government stock of building materials is stated to be small, except in the case of lumber. It is further stated that representatives of the building materials industries are pleased with the manner in which the government is arranging for the disposal of this material.

It is reported that there are some 18,000,000 feet of airplane lumber on hand for the government at airplane factories and elsewhere. This stuff has been cut of special quality and in special sizes and can not be utilized by the trade, it is said, and the opinion is expressed that the best thing for the government to do is to handle it direct. The opinion is further expressed that if the government could utilize or sell to the allied countries or to commercial aircraft builders half of the aircraft material or even less at something like the cost of the same, which ranged as high as from \$100 to \$600 per 1000 feet, that it could afford to burn up or give away the balance of the surplus stock. If the trade were to take the whole stock of aircraft stuff, it is estimated that it could not afford to give more than \$15 per 1000 for it.

It develops that the navy as well as the emergency fleet corporation will have no surplus lumber to dispose of.

In connection with plans for handling surplus government lumber, it is pointed out that lumber manufacturers, who have been expected to take over this stuff and distribute it, labor under a grave difficulty because they have no complete information as to the kind, grade, quantity and location of it. This information will not be at hand in full inventories of government stocks before February 1, according to the present understanding. Yet some officials expect the manufacturers' representatives to offer prices for the surplus stocks. If the manufacturers' agencies do this at this time the national wholesale lumber bureau will do likewise, it is said, although in the dark as to what the government stocks are.

The United States Housing Corporation is planning to open an office at Thirty-fourth street and Eighth avenue, New York City, in charge of P. R. Iseman, to dispose of surplus furniture and furnishings not now required by the government as a result of abandonment of part of the housing program. Samples of the stuff will be on exhibition there and sales will be made chiefly to jobbers, dealers and contractors. Half a million dollars' worth of stuff, chiefly bedroom furniture, is to be sold, but also including furnishings of various kinds. D. M. Kelly, old-time furniture man, will travel around the country and assist in the sale of the surplus furniture.

Of special interest to the woodworking industries is the action of the house in passing the Dent bill to validate \$3,000,000,000 worth of informal war contracts of the government. Industrial firms can now go ahead without bankruptcy, which threatened many of them that had their resources tied up in materials and partly or wholly finished products for the government under informal contracts,

some of which had been canceled and others held illegal by the ruling of the comptroller of the treasury.

It is stated at the office of the wholesalers' lumber bureau in Washington that many requests for stock in its Export Sales Corporation are being received and referred to Mr. Underhill of Wistar, Underhill & Nixon of Philadelphia, who is acting as treasurer of the corporation.

Planting Memorial Trees

The movement for planting memorial trees in honor of soldiers and sailors who lost their lives in the war is gaining headway, but it has not yet advanced beyond the talk stage. The movement is spreading in foreign countries as well as in America. The Boy Scouts will be asked to gather tree seeds to send to France.

It has been suggested by the American Forestry Association that English walnut trees be planted to furnish shade in towns of suitable locality, the nuts being a source of profit to the community. Brigham City, Utah, is reported to be carrying out this plan.

Miscellaneous Items

Concerning the proposed tax measure, Gen. Boyle, representing various lumber interests, understands that the conferees have agreed upon a provision in the bill insuring fair allowance for depletion in the lumber industry under the income tax and profits tax laws. He believes that other provisions of the bill will be agreed to in conference that are of special interest to the trade.

Eight hundred large public school buildings are needed in the United States, according to F. T. Miller of the public works division of the department of labor, which is taking steps to promote the building industry as a means of providing employment for labor. These schools will call for \$80,000,000, or perhaps \$100,000,000, which is only \$1 per head for the American population, or on the basis of twenty-year bonds to pay for them, only five cents per head per year.

The shipping board has reported to the senate that war-time restrictions upon the construction of wooden ships in American yards for foreign account were removed by the board on December 6. No country but the United States builds wooden ships on a large scale, the board states. It submitted a list of such applications as were granted, denied and pending.

The board has also reported to the senate on its housing program, in which it states that it has no definite plan for disposing of its housing property; that much of it will be needed for some time, and suggests that as other branches of the government have housing projects it might be well to consolidate the task of handling them. The report states that 547 buildings have been eliminated from shipping board projects since the signing of the armistice, and that two projects, at Pensacola and Tacoma, involving 300 houses on which work had not been started, were dropped.

The resignation of James Ormerod Heyworth of Chicago, manager of the Wood Ship Division, United States Shipping Board, Emergency Fleet Corporation, is announced. Mr. Heyworth withdrew from the service of the corporation for the reason that he is no longer able to disregard the demands of his private business as engineering contractor.

Some progress was made on the plan of disposing of surplus government lumber at a conference in Washington January 20 between R. L. Humphrey, of the war industries board, and A. J. Justus, on behalf of the government, and representative lumbermen.

It was agreed tentatively that the lumber manufacturers should take the government's surplus that is in lots of 2,000,000 feet or more, and resell it at market prices on terms of either 2 per cent in ten days or 60 days net for a commission on 12 per cent. They wanted 20 per cent, but the government officials at first offered only 5 per cent. The lumber manufacturers told the conference that their cost of doing business with the government lumber would be high, owing to the expense of rehandling, resorting, repiling, reinspecting, etc., and the necessary allowance that must be made for deterioration. The wholesalers stated that several years' record showed that it cost them \$2.67 per 1,000 feet to sell lumber. It was said the manufacturers expect to lose money handling the government lumber.

The tentative understanding was that the producers would take care of the big lots of government lumber by August 1 next or within six months after the government inventories are completed; that they should have an option also to purchase small lots of government lumber by May 1.

The conference developed the fact that the preliminary figures of the government inventory of its surplus stock of building materials seem to indicate that the amount of lumber of the several species owned by it in various parts of the United States in excess of its requirements would probably not exceed 150,000,000 feet.

The navy department is out with an announcement that a quantity of mahogany and walnut lumber for airplane propellers belonging to the navy will be sold by sealed proposal at the office of the navy cost inspector, Lang Products Co., Whitestone, Long Island, N. Y., February 15. The lots include about 190,000 feet mahogany.

It has been announced by the war department that the First Battalion, 1st, 2nd, 3rd, 15th and 21st companies, 20th forestry engineers have been withdrawn from the list for early sailing from France.

Nelson C. Brown, another lumber trade commissioner of the same department, has already returned from abroad with a mass of data on lumber markets and sources of supply for the Mediterranean regions. Brown has left Washington to visit lumber trade associations and give them information regarding the Mediterranean lumber situation. The department of commerce will publish a report by him.

The house committee on public buildings and grounds has reported amendments to the Reed resolution which proposed abandonment of all government housing projects not 75 per cent completed. Instead the committee recommends that 24 projects be completed so that the government can realize the utmost possible salvage out of them, and for other reasons. The projects decided to retain include these: Aberdeen, Md.; Alliance, O.; Bath, Me.; Bridgeport, Conn.; Charleston, W. Va.; Davenport, Ia.; Rock Island, Ill.; Erie, Pa.; Hammond, Ind.; Indian Head, Md.; Mare Island, Cal.; New Brunswick, N. J.; New London, Conn.; Newport, R. I.; Niagara Falls, N. Y.; Watertown, N. Y.; Niles, O.; Portsmouth and Norfolk, Va.; Philadelphia, Puget Sound, Quincy, Mass.; Waterbury, Conn.

Song of the Axe

By Will F. Griffin

I'll sing you a song of the axe: I am the pioneer—

My faithful steel has blazed the way for the onward march of man;
Through desolate, wooded wastes my voice has echoed clear,
Making a trail for the hardy sons whose blood for freedom ran.

Blazing the wooded way,
A sturdy pioneer;
Deep in the forest mesh
My voice has echoed clear.

From shores where the gray dawn breaks to the slopes by the Western Seas,
O'er valley and hill and river and plain my ringing song's been heard;
Where sparkles the frozen North to the Carib's balmy breeze,
I've been the guide to point the way with ever a cheery word.

Ever a faithful guide,
Ready my task to fill;
Close at my master's side—
True to his every will.

Towering pines are mine, and cedar and giant oak—

A pigmy I—grim monsters they—but all are my prey and spoil;
And little I heed their moan, as with steady and forceful stroke,
I lay them low to meet their death at my relentless toil.
They are my prey and spoil,
And little I heed their moan;
With my relentless toil
I garner them for my own.

Deep from the treasured earth by man have I been brought,
Shaped to a keen and smarting edge and tap'ring, gleaming face;
And I, when the world is old, when I have my mission wrought,
Shall crumble away with my master's bones back to the earth's embrace.
When struggle and strife are past,
And ended the fevered race,
Back to the earth at last—
Close in its true embrace!

Working to Develop Export Shipments

The export trade at Baltimore is greatly interested in the outlook for the resumption of foreign shipments. So far nothing has been done to facilitate the movement, and the British government is holding down the lid as closely as ever. Although it might be supposed that the embargo imposed for so long a time would have resulted in reducing the stocks on the other side to proportions that made additions imperative, the authorities of the United Kingdom have so far given no indications of a relaxing of the impediments, in spite of the very distinct murmurs of protest from English importers and the growing impatience of the American exporters. The latter have been urging the Washington officials to take some action, so far without success; but they now see a chance of getting results. At a conference which Harvey M. Dickson, secretary of the National Lumber Exporters' Association, had on January 16 he obtained a statement from the railroad administration that it was expected at a time in the near future lumber would be placed in the same position as cotton with regard to through bills of lading, such documents being now issued on cotton, which elicited complaint of discrimination. Members of the shipping board, with whom Mr. Dickson also conferred, stated that as soon as possible American ships would be put in service, and that when this was done lumber would be among the freight received for shipment to foreign countries.

The failure of the British authorities to raise any of the prohibitions against the importation of lumber from the United States has given rise to many protests and is beginning to be interpreted as part of a deliberate plan to keep such lumber out of the United Kingdom by the exercise of the arbitrary powers conferred under stress of war. The British importers as well as the American exporters are now beginning to demand that, since the purposes in the furtherance of which the prohibition was imposed no longer are to be subserved, the trade should be freed from the checks that not merely limit business, but prevent it altogether. It is being suggested that the British authorities are actuated by a desire to dispose of the 15,000,000 to 17,000,000 feet of lumber bought by them for war purposes and left on their hands by the rather sudden ending of the conflict. Some of this lumber is in the United Kingdom and other stocks are still on this side of the Atlantic; and in this connection it is charged that the officials are arbitrarily using the powers which they wield to retain a monopoly of the market, not merely in the United Kingdom, but also in the United States. This latter purpose is accomplished by means of refusal to issue permits for the shipment of stocks to British ports, so that private shippers are entirely out of the running. Moreover, the British government enjoys an enormous advantage in the shape of a freight rate, which makes it impossible for private exporters to compete. Regular shipments are excluded, and only dunnage is allowed to go forward. But it has been observed that whereas it takes very little lumber to dunnage a steamer, five or more carloads have been put ashore from some vessels, which furnishes ground for the suspicion that large quantities of lumber not intended as dunnage go over under this classification. Dunnage is controlled absolutely by the government, the purchase of such stocks having been taken away from private parties, so that no one is in the market except the British ministry of shipping or other officials. To make the advantage in favor of the British government still more decisive, no room is to be had for the shipment of other stocks, the ten per cent of space on steamers, which has recently been increased to fifteen per cent, available for general cargoes, being taken up with other freight, largely for the government. Besides, the steamship companies are asking a freight rate of not less than \$3.50 per 100 pounds, or approximately \$140 per 1000 feet on lumber; while the government is getting stocks put over on the other side at twenty-one shillings three pence, a reduction of late from

forty-one shillings three pence, or about \$9 per 1000 feet. Under these circumstances there is absolutely no chance for private shippers to get any of the business.

The grievance of the exporters here, however, goes even further than this. There can be no very well-founded objection to the British government desiring to get rid of the lumber purchased and for which it now has no use; but it is rumored that purchases in the United States on government account are being continued, and that the British authorities are engaged in nothing more nor less than a big scheme of profiteering. The situation has still another angle, this being its relation to the use of the American merchant marine. Although this country is stated to have some 3,000,000 tons of vessels, not one of this vast fleet has so far been available for the transportation of lumber, which in turn suggests that England is endeavoring by artificial means to sidetrack American ships and reserve the business for her own carriers, apart from the opportunity afforded by absolute control of the British market for dictating prices here and getting stocks on her own terms.

This is the view expressed by exporters who have given the matter serious thought and who have followed developments as far as they can be followed from the information available. It is giving rise to suspicions involving the good faith of our ally, and is regarded by many as calling for a decidedly vigorous and emphatic assertion of American rights.

The foreign situation, of course, will receive thorough consideration at the annual meeting of the National Lumber Exporters' Association, to be held at the St. Charles Hotel in New Orleans next Wednesday and Thursday. At this meeting, it is expected, Frank Tiffany, the foreign representative of the association, will make an exhaustive report on export conditions, which he has had exceptional opportunities for studying at close range. Mr. Tiffany is now on the way over, having sailed on the steamer Lapland. He was to have gone on the Mauretania, but an accident to that vessel caused delay and a change in plans.

Baltimore will be represented at the meeting by John L. Alcock, John L. Alcock & Co., the treasurer; Mr. Dickson, the secretary, and D. W. Hartlove of Price and Heald. It is also possible that Frank Heim of R. P. Baer & Co., who is now in Bogalusa, La., looking after the completion of the new sawmill there, will join the party in the Crescent City.

Building Code Revision Campaign

R. S. Whiting of the engineering bureau of the National Lumber Manufacturers' Association is on an extended trip through the South in the interest of a campaign for building code revision in those cities where lumber is discriminated against in municipal ordinances affecting construction work.

The need for material changes in the building laws of many cities throughout the country is urgent, now that an unexampled era of construction appears about to set in. Lumbermen everywhere have complained of conditions in their localities, and the subject has been repeatedly discussed at national gatherings, until finally action of the right sort is in prospect.

Mr. Whiting is one of the best known architectural experts in the country, and has been making a special study of the municipal building ordinary problem. It is his purpose to get into touch with leading men of the industry in the various cities with the idea of making constructive suggestions concerning such legislation.

When basswood received its name the bark was more important than the wood, as the name means "bark wood." The inner bark was used to make ropes and cords.

Optimism the Rule in Canada

No question is engaging public attention at the present time more than that relating to the effect on business of the ending of the war. Every industry is bound to be affected, and business problems will be more or less difficult of solution. For over a year the United States government kept a firm hand on the industrial as well as other enterprises of the country, and it had become a custom to ask what was desired or thought best. Now restrictions are being rapidly removed and again individual initiative will have a free hand and competition between separate companies in related industries will have its effect on both materials and labor and, therefore, on production and costs.

Because of the proximity of Canada to the United States, the problems of like industries in both countries are somewhat similar, and since the writer chanced to be on the Canadian side during the past few weeks this article is prepared in the hope that it may contain something of interest to the reader in the States.

The fates decreed that I should celebrate the signing of the armistice in the province of Ontario. So this investigation began on November 12 instead of the date originally planned. In the weeks that followed, nearly fifty users of lumber in twenty-two localities were visited, as were also many buyers and retail furniture merchants.

While the manufacturers as a whole appear optimistic, and profess no fear of a slump, one occasionally finds a doubt expressed. For one piano manufacturer said:

"It is too soon to tell anything about what business will be, and to be frank we are somewhat in doubt as to what to do and so will go slowly. Lots of pianos have been sold to munitions workers on the installment plan, and many of them have not been paid for. If these workers are thrown out of employment, the chances are that they will stall along for some time before taking up some other work at lower wages than they have recently had. Then they will fail to meet payments when due and the pianos will be turned back on the market. That also applies to phonographs, and should this condition come about, the manufacturers of these instruments will face a slump."

In marked contrast were the remarks of another high-grade piano manufacturer who, about a week later, said:

"We think the piano business is going to be better than ever. There are between 20,000 and 30,000 wives of Canadian soldiers in England who went over with the early contingents. Then there are said to be around 6,000 wives of Canadian soldiers who married over there. One cannot tell how many of these families will return to Canada, because of the sad fact that one cannot tell how many of the women are war widows, but it is reasonable to assume that within the next year or two there will be many thousands of new homes started in Canada by these families, and they will be added to by soldiers who have been waiting for the war to end before marrying. All of these will not be in position to buy musical instruments at once, but many will, and users of pianos and phonographs are certain to be on the increase as time goes on."

The two extremes of optimism and pessimism have been cited, and, of course, both rest on unknown conditions. Other manufacturers confirmed these two in a conservative manner. Interviews emphatically brought out the fact that these men are greatly broadening their scope and looking beyond domestic consumption for the building of future business. The element of labor enters largely into the situation, and it goes without saying that neither piano manufacturers nor any of the other re-manufacturers of lumber expect to pay the relative high wages that have been in vogue during the war. At the same time, skilled labor is urgently needed in the piano industry to meet the domestic and export demands for Canadian-made musical instruments. For a long time makers have been unable to turn out a sufficient number to keep

pace with demands. The enlistment of all employees eligible for service, and other causes, have contributed towards reducing the output of Canadian factories. Stringent regulation of "non-essential" industries tended to curtail the export shipments of pianos from the United States, and since the Canadian industry has not been wholly under the same disability, it may be expected to secure some of the export business that previously was secured for the other countries. So one gets the impression that these manufacturers are going after some of that business. The close study that has been given the export field was brought out in conversations with the different manufacturers. This is briefly summed up in the following paragraphs.

One factor that in the past operated against the displacing of foreign pianos from some of the export markets was the relatively higher price of the Canadian-made commercial piano, as compared with that of some of the German-made instruments, which were produced at as low a cost as \$75 f. o. b. Hamburg. Some cheaper American pianos also had an extensive sale in Argentina. The prejudice against enemy goods created an opening for Canadian pianos, and inquiries from importers have been received from Australia, New Zealand, South Africa, and England. In order to meet these demands as well as home requirements, an increase of output is necessary and, to secure this, skilled piano makers are in demand.

It has been estimated by trade interests that 5,000 German pianos a year were imported into Argentina, while a correspondingly large number went to Australia. With the enemy shut out of this field, and the inability of British piano firms to continue their business came some expansion of Canada's trade. While the pianos made in Canada were somewhat higher in price than the majority of those mentioned, many enquiries were received by firms in Toronto and elsewhere. After trial shipments had been made, the orders began to come, and difficulty has been experienced in keeping up with the demands.

It has been found that ten per cent of the total exports to foreign markets were of high grade pianos, and the other ninety per cent were of commercial instruments. Grand pianos for concert purposes have been in request to some extent. Exports during the last three fiscal years were: \$59,908 in 1916; 95,857 in 1917 and 123,552 in 1918. The fiscal year ends in March, and it is believed that the current year will show considerable increase over that of 1918.

So far as the furniture manufacturers are concerned, they have the problem of filling depleted labor ranks, though they will be able to use less skilled operators than piano manufacturers. Still with the production hanging around forty per cent of possible capacity on account of labor shortage, one can readily conceive that many months will pass before maximum production will be reached. Not one manufacturer was found who did not have on the books more orders than could be taken care of to the satisfaction of the buyer. When asked if the merchants did not complain because of slow shipments, the manufacturers would state that they used to but for the most part they had got used to it and were glad to get the goods when they could.

Some manufacturers seem to feel that the high prices may hold back an immediate increase of business in spite of the new homes that are sure to be started as a result of the ending of the war. Most of them, however, expressed the opinion that the increase would come about as fast as they could take care of it.

Some retail merchants possessed the idea that there might be a slight depression for a few months while the change from a war to a peace basis was being made. Still the whole situation was rather ably expressed by the buyer of one of the largest retail establishments in the Dominion, whose words, as correctly as the

writer is able to record them and leave out his own leading questions, were:

"Our business has been good. Generally speaking we have not been able to get all the goods we needed, notwithstanding the fact that we adopted the policy of ordering similar goods from several manufacturers. If it occasionally happened that these lines all came in at the same time we temporarily had an excess of very similar goods, but that condition did not happen frequently enough to cause us any embarrassment. With the readjustments that are now certain to take place in the home life of the people, it is inconceivable that business will be other than brisk. When I speak of readjustments I have reference to the re-establishment of old homes as well as the making of new ones. During the war many homes were broken up, and the goods were either sold or put in storage. The men either went to war or into munition plants, and many of the women went to work. These people had a good deal of boarding house life, and will get back to home life as soon as possible. The average Canadian, you will find in most cases thinks more of his home life than any other people. You have, no doubt, noticed in your travels that with scarcely an exception, the commercial man in Ontario packs his bag and baggage every Friday night and goes home, there to remain until Monday morning. Well, those people who sold their goods will get more to replace them, and those who put their goods in storage will in many instances want some new things. They may buy only one new piece or it may be a complete suite, according to their desires and how much money they have saved from their munitions wages. Speaking of suites in a comparative way, I may say that we have sold scarcely any for two years, and when it comes to the complete outfit for a home we have a sort of a celebration every time a sale of that kind occurs.

"So we look for some big business. Why, there are not only the homes of munitions workers to be refitted, but think of all those soldiers and their wives that are coming back from England. No doubt the wives have been making money while their men were fighting. The wives' savings may amount to more than those of the husband, but the pay coming to soldiers will be no insignificant sum. Then, too, there will be many deferred marriages taking place, and by deferred marriages I have in mind not only the soldiers that are coming back to their old sweethearts, but also those men, and women, who have postponed the wedding day because of the uncertainty of war and the attending consequences. In consideration of these facts we base our conclusion that business will boom."

Manufacturers advanced like opinions, yet so far as their stocks of raw materials are concerned they say that they will not replenish them any more rapidly than is necessary. They feel that there will be considerable reaction in the prices of lumber, finishing materials and all other supplies, and they have no desire to be too heavily loaded with high-priced raw materials. They admit that those from whom they buy goods may have some stock on hand that must be sold at the prices that have been prevailing, but they argue that there are sure to be lower price days coming, and they would rather be a little embarrassed by having too little stock on hand than by buying goods at a higher price than their competitors. So, as the saying goes, "buying from hand to mouth" seems to be the policy they will adopt for a few months.

Business in the building trades has been at a low ebb during the war, and is now expected to take on renewed activity. Both public works and private business construction, put off on account of war conditions, are now being taken up. In Toronto one sees the magnificent (and much needed) Union station with the external appearance of being nearly completed, but the contract for the interior wood work had not been let up to the close of the war. In the same city, it is rumored, two large department stores, each to a very large value, are to be erected in the near future. The land for these buildings was acquired before the war, and plans were well under way when it became necessary to hold up the work on account of the material situation. It is further said that the T. Eaton Company plans to commence soon to build its "Mail Order Building," which will cost several million dollars.

That the builders and contractors are taking cognizance of the problems of the reconstruction period is evidenced from the organization of the Association of Canadian Building and Construction Industries. This association was formed at a conference of the builders and contractors held at the Chateau Laurier in Ottawa, November 26-28. It was the consensus of opinion expressed by those in attendance that days of much activity were at hand.

So from the several industries interested in the use of lumber one finds the unanimous belief that the wheels of their industries, instead of slowing down, now that the demand for war goods is vanishing, will, in the demand for peace goods, move even more swiftly.—B. A.

To Return Railroads to Owners

The directory of the National Lumber Manufacturers' Association has put itself on record as in favor of the return of the railroads to private ownership. At a recent meeting of the board the directors declared themselves ready to support any adequate measure which may be placed before congress looking to the return of the railroads to their former owners under proper safeguards. In the discussion it developed that manufacturers generally throughout all sections of the country were much in favor of a speedy settlement of the problem of rail transportation, and that most of them believe that government control or ownership is not desirable at this time.

The board endorsed the appeal of the government authorities that public construction work be started immediately in all sections of the country, in order that positions may be found for the returning soldiers and sailors. The association has undertaken to participate in the work of the new division of construction development which has been created in the department of labor for the purpose of interesting the nation in public works and private construction. The idea for a survey of business conditions which will be made by the department with a view to learning how labor and capital may be profitably employed during the critical period when factories are being made over for peace production, and markets are being canvassed for future outputs, met with the special approval of the board.

Meaning of Standardizations in Wagons

Dealers have heard so much about standardization of farm wagons, some may have reached the conclusion that radical changes were taking place, and that standardization meant to them that there would be only a few styles of wagons and all built in exactly the same manner. Such, however, is not the case. Farm wagon standardization has eliminated unnecessary types and sizes, but only so far as these were so near some other type and size as to make their purpose or use practically identical. Farm wagon standardization brings all types of vehicles to one standard width of track, fifty-six inches center to center of tires on ground, or what is more generally known as "automobile track."

It provides for one width of box, thirty-eight inches between bolsters, and for two combinations of wheels, forty to forty-four inches and forty-four to forty-eight inches high, with an assortment of suitable widths of tires. All other changes are of a minor character and do not alter to any great extent what have previously been constructed.

Details of construction, the individuality of the manufacturer and his own ideas as to the proper method of building wagons for strength and wear have the same latitude as heretofore.

The adoption of a standard width of track should work no hardships anywhere, because automobiles are running over every road that farm wagons travel, in proportion of at least two to one. Usage will prove that the standard width box will fulfill all requirements of the old width box and in every way be as convenient.

Two heights of wheels, giving both a low and a high wheel selection, meet the requirements as satisfactorily as an unlimited variety. The new heights are only one or two inches over or under the height wheels that have been used.

Latest Regarding Hardwood Grades

At the semi-annual meeting of the board of directors of the National Hardwood Lumber Association, January 17, it was decided to give full publicity to all correspondence with the American Hardwood Manufacturers' Association on the subject of a single standard of grading rules. In pursuance of that policy, Secretary Frank F. Fish of the National Hardwood Lumber Association has made public a letter received from B. F. Dulweber, chairman of the inspection rules committee of the American Hardwood Manufacturers' Association, and enclosing the resolutions adopted at the Memphis meeting (which resolutions were published in *Hardwood Record* of January 10, 1919). Mr. Dulweber says in the letter referred to:

In pursuance of a resolution passed by the Inspection Rules Committee of the American Hardwood Manufacturers' Association at its meeting at Memphis, Tenn., on December 30, 1918, copy of which resolution I herewith enclose, I respectfully call your attention to the principles and objects of this association, which are clearly set forth in the said resolution.

Your attention is particularly directed to the fourth paragraph of the resolution, placing this association on record as desiring a single system of inspection based on the principles laid down in the resolution.

There can be no question but what ultimately a truly scientific system of hardwood inspection, based on the needs and requirements of the consumer, will be evolved, and with it will come the elimination of the deplorable practice of grade manipulation, which is the direct result of unscientific methods of inspection.

This committee earnestly invites the co-operation of your association, and of any other organization interested in the inspection of hardwood lumber, to the end that these desirable objects may be the more quickly accomplished.

On January 14 Secretary Fish replied as follows to Mr. Dulweber's letter of January 11:

This will acknowledge your letter of January 11 enclosing resolutions passed by the Inspection Rules Committee on December 30, which we have very carefully noted.

You refer to the "deplorable practice of grade manipulation," and in this connection we are very proud of the fact that this organization has done more to discourage that practice than all other agencies combined and is still actively at work along lines calculated to absolutely eliminate this practice. It is a well-known fact that under the bonded certificate of this association it can't be done, and that is probably why thousands of buyers insist upon Official National Inspection, as it is the only guaranteed inspection open to them which can be depended upon.

The board of directors of our association hold their semi-annual meeting at this office on Friday, January 17, at which time your invitation to co-operate will be presented and considered.

Three days later, that is, on January 17, Secretary Fish addressed another letter to Mr. Dulweber, as follows:

As indicated in our letter of January 14 the board of managers held their semi-annual meeting today, and your letter of January 11, with attached resolutions, was presented and carefully considered.

I am directed by the board of managers to communicate to you its views, as follows:

This association reaffirms its attitude toward a single standard of hardwood inspection and will gladly co-operate in any proper manner to bring that about.

The board further desires to go on record that it is their belief that the existing rules of inspection of the National Hardwood Lumber Association are as scientific and thorough as twenty-two years of intelligent and earnest effort can produce, and that they satisfactorily meet the requirements of all branches of the consuming trade; that the application of the present rules under the regulations now governing the inspection bureau absolutely prevent the deplorable practice of grade manipulation.

The National Hardwood Lumber Association, however, stands ready to consider any proposition coming from the American Hardwood Manufacturers' Association that may in any way be of benefit to the hardwood trade at large.

New Inspection Rules and Code Completed

Advices from Memphis, Tenn., under date of January 22, state that the inspection rules committee of the American Hardwood Manufacturers' Association has completed the inspection rules, official weights and sales code of this organization, effective Feb. 1, 1919, and these are all now in the hands of the printer, and proofs will be forwarded by B. F. Dulweber, chairman, to all members of the inspection rules

committee for telegraphic correction if any typographical or other errors may be discovered. When these have been made, the rules will be ready for final printing and for immediate distribution, probably about January 30.

The administrative body of the inspection rules committee, composed of Messrs. B. F. Dulweber, W. E. Delaney, M. W. Stark, J. B. Robinson, E. A. Lang and R. H. Darnell, held a meeting Sunday. The full inspection rules committee held all-day sessions both Monday and Tuesday. The executive committee of the association was present Monday but the members of the latter had to leave Memphis before the work of the inspection rules committee was finished. The latter was thereupon empowered with authority to act and the rules will stand as drafted by these gentlemen.

A conference was held with a committee representing the Southern Cypress Manufacturers' Association, on which George E. Watson, secretary, and L. W. Gilbert, chairman of the inspection rules committee, respectively, served. It was agreed during this conference that the American Hardwood Manufacturers' Association would adopt the inspection rules of the Cypress Manufacturers' Association in toto on cypress and that the latter would adopt the inspection rules of the former on firsts and seconds and Nos. 1, 2 and 3 common tupelo. The American Hardwood Manufacturers' Association agreed to accept the rules of the cypress organization on finished grades in tupelo. This agreement was not reduced to writing but this is the substance of it.

Following is a copy of the sales code as formally approved:

Terms, regulations and inspection rules were adopted by the American Hardwood Manufacturers' Association on February 1, 1919, and are known as the "Inspection Rules and Sales Code of the American Hardwood Manufacturers' Association."

SALES CODE

QUOTATIONS

1. All quotations are made subject to prior sale, immediate acceptance, and change without notice.

ORDERS—CONTRACTS—ACKNOWLEDGMENTS

2. All orders or contracts should be submitted to the home office of the seller, in writing but whether in writing or otherwise they shall not be considered binding until accepted by the seller in writing from his home office. Such acceptance or acknowledgment of orders shall state fully and in detail the seller's understanding of the transaction, and omissions, errors or misunderstandings should be corrected by purchaser by return mail.

DELIVERED PRICE—FREIGHT RATES—SWITCHING CHARGES—GOVERNMENT TAX OR DUTY—DAMAGE, ETC.

3. The delivered price (f. o. b. destination) includes only the usual freight charges to point of delivery mentioned, based upon published freight rates in effect at time of quotation; switching or other terminal charges at destination, any advance in freight rates, and any tax or duty assessed by the government on freight or the goods, to be borne by the buyer.

The seller does not guarantee safe delivery, nor insure against breakage, loss or damage to material while in transit.

INVOICES

4. Promptly upon acceptance of shipment by initial line of railroad, the seller shall mail to the purchaser an invoice giving full information in connection with shipment, and in all instances bearing date coincident with date of bill of lading. Omissions, clerical errors, etc., subject to correction.

TERMS OF PAYMENT

5. Prompt payment for each shipment is a substantial requirement of each transaction. Freight due upon arrival of shipment at destination to be paid by the purchaser; original expense bill (or certified copy thereof) to be sent promptly to the seller.

A discount of two per cent will be allowed upon cash payment of ninety per cent of invoice, less estimated freight, on receipt of invoice; balance to be remitted upon receipt and inspection of lumber.

Or a discount of one per cent will be allowed for settlement by trade acceptance, due thirty days from date of invoice for ninety per cent of invoice, less estimated freight; balance to be remitted upon receipt and inspection of lumber.

Or settlement by trade acceptance, due ninety days from date of invoice for ninety per cent of invoice, less estimated freight; balance to be remitted net upon receipt and inspection of lumber.

No discount allowed on freight, whether or not prepaid.
All cash payments to be made in funds at par in federal reserve bank region in which seller is located.

GENERAL CONTINGENCY CLAUSE

6. Quotations are based upon and orders and contracts accepted under a "general contingency clause," which recognizes that in case of strikes, floods, fires, epidemics, inability to secure cars, delays of carrier, or any other causes whatsoever beyond the control of the seller, shipments and deliveries may be delayed until such causes and their effects have been removed.

REINSPECTION OR REMEASUREMENT

7. In the event of complaint by the purchaser on the quality or inspection of material shipped, purchaser shall pay freight, unload shipment and hold rejected or disputed material intact, properly protected, and shall file complaint with seller within five days from receipt of shipment. If complaint is on measurement, or both inspection and measurement, the entire contents of car must be held intact. Payment of freight or invoice shall not be considered as an acceptance of the shipment, nor shall such payment work a forfeiture of the right to enter complaint and have adjustment of same.

Upon receipt of complaint from the purchaser, the seller shall immediately request the American Hardwood Manufacturers' Association to provide reinspection or remeasurement, as the case may be, by one of its licensed inspectors, according to the inspection rules of that association, in effect at the time shipment in question was made. The purchaser shall lend all reasonable assistance to facilitate the reinspection or remeasurement.

Certificates to be issued by the said association, showing the name of the seller and purchaser, and the results of the reinspection or remeasurement; the original to be mailed to the seller, the duplicate to the purchaser.

In the event either the purchaser or the seller is not satisfied with the result of a reinspection he shall have the right to demand that a reinspection be made by the chief inspector. All requests for a reinspection by the chief inspector must be made within five days from the receipt of the inspection certificate.

SETTLEMENT BASED ON REINSPECTION OR REMEASUREMENT

8. Such reinspection or remeasurement, when had, shall be final and be binding upon both seller and purchaser.

The purchaser shall accept all material of the grade and kind purchased, and all of the next lower grade not in excess of five per cent of the total quantity invoiced, and shall pay for said degrade at current proportionate price. All degrades in excess of five per cent shall be the property of the seller.

The inspection rules committee is in correspondence with the National Retail Lumber Dealers' Association and various branches of the consuming trade with a view to determining what the requirements of these interests are as a means of building up a scientific system of inspection. This is part of the plan of the American Hardwood Manufacturers' Association to protect, as far as possible, the interests of the consumer as the most important factor in the hardwood trade next to the manufacturer.

There will be another meeting of the inspection rules committee in Memphis about Feb. 1.

Indiana Hardwood Men Meet

The Indiana Hardwood Lumbermen's Association held its twentieth annual meeting on January 16 at the Claypool hotel, Indianapolis, when twenty-seven new members were initiated and officers for the following year were chosen. The officers were:

PRESIDENT—Walter H. Crim, Salem.

FIRST VICE-PRESIDENT—George H. Palmer, Sheridan.

SECOND VICE-PRESIDENT—H. B. Sale, Fort Wayne.

SECRETARY-TREASURER—Edgar Richardson, Indianapolis.

The names of the new members who joined the association follow:

W. H. Cook & Co., Warsaw; T. H. Coffman Lumber Company, South Bend; W. B. Duruil Company, Hardinberg; Myron Freeland, Greensburg; Goshen Veneer Company, Goshen; Herdich & Lemon, Lebanon; Malott Lumber Company, Sweetser; L. J. Meeks, Muncie; W. J. Roach, Indianapolis; John P. Secrest, Laurel; White Wood Products Company, Crothersville; Carlson Hardware Company, Seymour; Capital Veneer & Timber Company, Indianapolis; Tyndall Lumber Company, Hartford City; P. S. Mace Company, Terre Haute; South Side Lumber Company, Kokomo; F. C. Mitchell, Mitchell; Thomas Piercefield, Columbus; W. G. Stutz, Zionsville; V. C. Talbert, Indianapolis; W. J. Steele Lumber Company, Martinsville; North Vernon Lumber Company, North Vernon; H. W. Miller, Warsaw; G. H. Dickerson, Terre Haute; Wiley Payne, Salem; H. H. Phillips, Pekin, and St. Joe Valley Lumber Company, South Bend.

Addresses were made by Charles A. Goodman of Wisconsin, president of the National Hardwood Lumber Association; John W. McClure of Memphis, vice-president, and Frank F. Fish, secretary, of the same association; Lieutenant-Governor Edward D. Bush of Indiana; Fred Sims, member of the Indiana board of tax commissioners.

The annual address of President Crim was replete with valuable suggestions and sound advice regarding business and business methods in the near future, and he warned his hearers that some of the peace problems are harder to solve than some of the problems of war.

Mr. Sims devoted most of his address to questions relating to the proposed new tax law, which he said was different from the present law in that it was intended to equalize taxes, and that it would not increase the tax rate, but it would actually lower taxes.

A number of reports were read during the business session of the association, among them being that by H. B. Sale of the committee on conditions of trade. He insisted that the cutting of prices would prove to be a very harmful policy.

Daniel Wertz of Evansville, chairman of the committee on inspection and rules, reported merely that the association continued to affirm the rules of the National Hardwood Lumber Association.

Frank R. Shepard of Indianapolis, chairman of the committee on transportation, made a brief report on freight rates.

The report of the committee on resolutions, as presented by William

H. Day of Evansville, included a resolution similar to that recently passed by the Southern Hardwood Traffic Association, opposing Federal operation of the railroads beyond the twenty-one months' period after the signing of the peace treaty, as the present law provides; but favoring increased authority for the Interstate Commerce Commission over the carriers after return to private control. The resolutions endorsed two bills now before the Indiana legislature providing for extensive highway improvements.

Frank M. Smith, secretary of the Indiana Manufacturers' Association, addressed the convention on the problems of readjustment. He went into many phases of manufacturing which have not been commonly touched upon, the enormous mass of matter which has appeared in print, and which has come out in addresses having to do with the problems of readjustments.

J. V. Stimson of Huntingburg, chairman of the committee on resolutions, offered a resolution urging good roads on the state legislature, which is in session. As a result of a more comprehensive resolution later presented by the new resolutions committee, which was appointed at this meeting, and which also recommended a system of good roads, Mr. Stimson withdrew his resolution and seconded the newer one, which was accepted.

Edgar Richardson of Indianapolis made a report as secretary-treasurer which showed that the association is in a sound financial condition and is otherwise flourishing.

The only jarring feature of the meeting occurred when a porter let fall a large punch-bowl which was about to be presented as a token of esteem to Frank Shepard of Indianapolis. The tremendous crash and the tinkle of scattering glass made it clear that the bowl would never again hold punch, while some of those present felt like giving a punch to the porter who dropped it.

Export Corporation Organized

On January 10, at a meeting held in Philadelphia, steps were taken which led to the organization of the National Bureau of Wholesale Lumber Distributors' Export Corporation with a capital stock of \$100,000. The meeting was attended by the executive committee and more than forty members of the National Bureau of Wholesale Lumber Distributors.

Louis Germain of Pittsburgh was chairman of the meeting, and the business of organizing for export business was taken up, after the chairman had outlined the work already done and waiting to be done.

The shares of the corporation were fixed at \$500 each, and it was agreed that while an individual or firm might subscribe for as many shares as desired, one firm might have only one vote. That decision was reached in order to prevent the management and control of the corporation from falling into the hands of a few persons. Thereupon the meeting proceeded to elect officers with the following result:

J. W. Turnbull, J. W. Turnbull Lumber Company, Philadelphia, chairman.

Frederick S. Underhill, Wistar, Underhill & Nixon, Philadelphia, treasurer.

Frank A. Niles, Robert R. Sizer Company, New York.

C. W. Caley, A. C. Delton Lumber Company, Springfield, Mass.

R. B. Rayner, Rayner & Parker, Philadelphia.

Benjamin C. Currie, Currie & Campbell, Philadelphia.

These men have offered their time and ability to work in co-operation with Mr. Davies, of Washington, to draw up by-laws for the new corporation and to handle all business matters for the present.

The corporation will adopt a trade mark and no lumber will be sent abroad under the trade mark unless it is fully up to standard and will pass the corporation's inspection. A board of directors will have control of this export business, and a general manager will be in charge, to be assisted by an expert traffic man.

All orders carried through the export corporation will be on the commission basis of five per cent. The members will be divided into districts on the basis of the kinds of woods they handle.

Each member of the corporation will furnish a statement of credit, the name or names of the banks with which he deals, and how much business he does annually. There will be an equal chance for the

little as well as the big distributor, according to the proposed by-laws. The corporation will confine itself to the aggregate ability and finances of the 400 members of the National Bureau of Wholesale Lumber Distributors, and no individual or firm is eligible for membership in the corporation who is not a member of the National Bureau, and who is not essentially and strictly a wholesale lumber dealer. The manufacturer, unless the majority of his business is wholesale distribution, and the retailer, is barred from participation and membership.

The decision was reached to send a committee to Europe to study the lumber situation abroad. The committee will consist of five members and it was the sense of the meeting that the committee should go before February 1. The duty of the committee will be to confer with foreign governments, ascertain their needs for lumber in the reconstruction program, and any other matters of importance that will interest the lumber trade. The chairman was asked to appoint five men on the committee to make the trip. The committee consists of Louis Germain of Pittsburgh, George M. Duncan, J. W. Turnbull of Philadelphia, F. de Anguera of Chicago, and Joseph E. Davies of Wisconsin.

Various members of the meeting spoke on the situation abroad, as to the amounts and kinds of lumber that will be in demand, and the supplies that may be expected to come from European forests.

While the general principles of the corporation were threshed out at today's meeting, the drafting of the by-laws and regulations that will govern the conditions under which the members will participate in foreign business is now in the hands of the pro tempore executive committee and will be finally agreed upon at a later date.

Rotary Manufacturers Organize

The members of the so-called war board of the Rotary Gum Manufacturers perfected a permanent organization at New Orleans last week and affiliated themselves with the American Hardwood Manufacturers' Association. The rotary men gathered for regular meeting with W. Brown Morgan in the chair. E. H. Defebaugh acted as secretary.

Mr. Morgan briefly summarized the history of the war board at Washington and elsewhere, and then stated that the time had come to form a permanent organization that would permit of the exchange of information on logs, manufacturing methods and marketing. Mr. Morgan stated that this branch of the industry is the only one that had not a live working organization.

E. H. Defebaugh of *The Barrell and Box*, Chicago, recited some of the experiences that the package industries have gone through, particularly emphasizing the retarding effect that was felt for years due to lack of organization. He dwelt especially on the enlarged interest that has resulted to the wirebound box trade through close association work, and emphasized the necessity for the rotary producers working in closer harmony with the wirebound people who are their primary customers. He further emphasized the saving and conservation that would be effected through closer working with the customers, indicating that the grades of materials going into box construction could be better regulated so as to more closely utilize the products of the forest.

R. L. Jurden, of Memphis, outlined the work of the American Hardwood Manufacturers' Association and told of the excellent results attained through the close co-operation of the membership. The association has made it possible to maintain statistical services that have been of infinite money value to all members. He stated that a full exchange of similar trade information would be invaluable to the rotary veneer producers, and suggested that if it was their pleasure, they might join with the American Hardwood Manufacturers' Association as a separate department, thus getting the benefit of the selling and office organization.

The members were then addressed by Ed. Ames, chairman of the board of the wirebound box producers, who emphasized the benefits that have been derived by wirebound box people through the organiza-

tion. He said that the box people would welcome a closer association with those producing the raw material used in boxes.

Others who spoke were John Pritchard, secretary of the American Hardwood Manufacturers' Association, who invited affiliation with that organization; Mr. Neal, of Newton, Ala., who earnestly supported the idea of a rotary association; Ed. Martin, of Pascagoula, Miss., who strongly supported the idea and urged that the membership be confined to the producers of the stock marketed to the trade.

It was then moved by Mr. Martin that the meeting proceed to perfect a permanent organization. It was further moved that the membership be confined exclusively to those who manufacture and market rotary cut lumber.

A committee of five was appointed to draft the constitution and by-laws and to report back to the association thirty days hence, namely: Ed. Martin, Pascagoula, Miss.; T. Morris, Memphis; W. T. Neal, Brewton, Ala.; V. F. Price, Columbia, Miss., and F. A. Carlylse, Jackson, Ala.

It was then moved that the body be affiliated with the American Hardwood Manufacturers' Association, the affiliation being acknowledged by Secretary Pritchard.

George Worland, of Evansville, Ind., then expressed himself as very much pleased with these new moves, both the formation of the organization and the affiliation with the American.

There was some discussion as to the meeting place for the rotary men, but it was finally decided that New Orleans seems to be the central point, and that was decided upon.

There followed some discussion of the market-situation, logs being the first subject talked about. It was generally conceded that heavy rains in the past three months have made the present log outlook the worst in years. With the worst rainy season still ahead, the outlook for normal input of logs and rotary production is very poor.

In discussing the labor situation it seems the consensus of opinion that labor is now not more than 40 per cent efficient. Higher wages are being paid in order to secure better help.

There followed some discussion of market values, after which terms of sales were discussed, it being urged that sales be made on the basis of cash in thirty days.



Letters from Panel Boss

Hen Gets Started on Vegetable Glue

Jan. 6, 1918.

Friend Jim:

Well, Jim, we got that vegetable glue working now. Been using the stuff a week, and it looks like I made a bum guess when I said the outfit would go quicker than it come. Of course, it is a bit soon to say how the stuff is going to hold when the goods are made up, but so far everything is fine and dandy.

The guy that works for the company that sells the glue landed here on the Thursday after Christmas. He didn't waste no time. He took a look at the place the boss wanted to put the machines. Then he told them to get out some pieces of lumber. They built a platform to put the glue pots on. They used 4x4s for posts, and 3x2s for cross pieces, and inch boards for the floor. Holes were put in the bottom of the floor for the snouts of the pots to come through. Then the steam and water pipes were connected to these mixers and the belts hooked up. The spreader don't have steam connections because the glue is used cold. While some of the mechanics was fixing up the pipe connections for the mixers another bunch put the spreader in place and got it belted up, and by two o'clock it was ready to use, but the boss thought he would rather wait until the next day to start on it. And the guy that come to start us off said that would be

all right, but I thought he was pretty cocky when he told me to tell my men to be sure and say good-bye to the old spreader that night, because they wouldn't see it again.

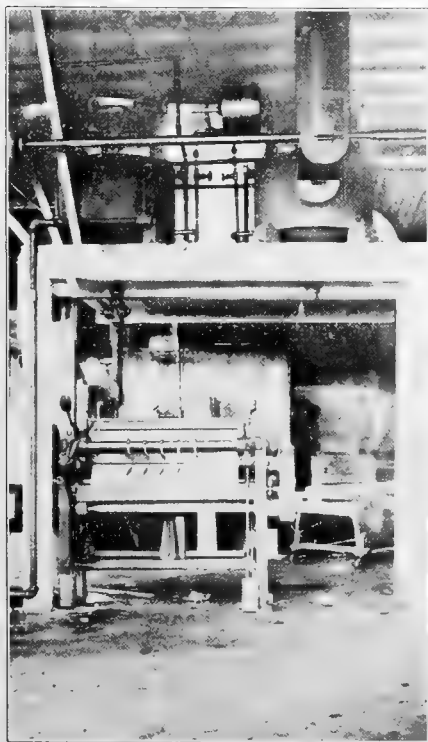
Of course, my men didn't work setting up that outfit. I wasn't taking no chances of falling behind in my work. We have to hustle too much to keep up our end, anyway. The boss was running around for all the world fussing bad as a hen with a brood of young ducks near a

pond. You could see he was some uneasy even if he had heard from other places that the stuff was all right.

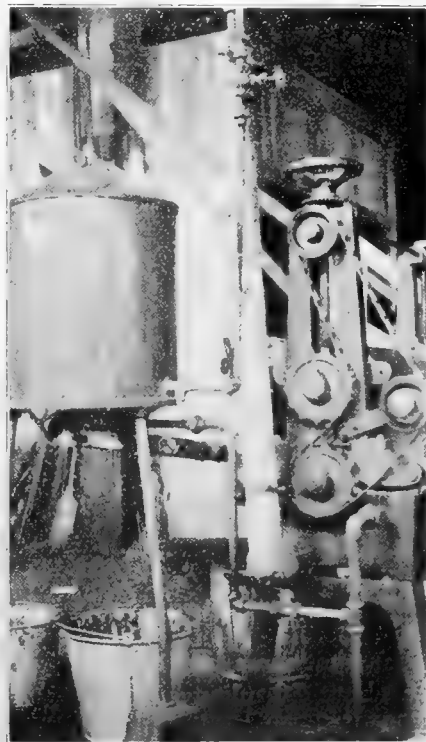
Well, Friday morning Warren was on the job when the whistle blew. Warren is the guy that was there to show us how to get started. He sure is some talker. I bet he could talk the horns off a billy goat. But I got to hand it to him. He sure knows how to use glue and build panels. He showed us a lot of short cuts that we ought a had brains enough to use on animal glue. Still, when we started in Friday morning I said to myself that that guy would be so sick by night that he would pack his grip and beat it and his machines would follow him. But I am glad I didn't tell any one what I was thinking. If I had I sure would be eating crow right now.

I am sending you a picture that will give you some idea of the way our vegetable glue outfit looks. This was took before we got the second mixer completely rigged. You see that one does not set right over the spreader because there is not room, and we didn't have a 45-degree elbow to put on the pipe so the glue would flow over to the spreader.

In the picture you see the two mixers all piped up for steam and water setting on the platform, and the spreader under. That is some spreader, I'm telling you. It is a machine, not a toy. Those little jiggers you see on it are on the side that the stock comes through as it runs between the rollers to get the glue spread. These are called fingers and they keep the thin cross bands and veneers from wrapping around the rolls and getting broke. This spreader don't have straight-edge scrapers to adjust the glue spread, but what is called roll scrapers. These scrapers revolve slow, and you can fix them so you can't get any glue on the rolls or you can get a great lot.



THE VEGETABLE GLUE OUTFIT



THE ANIMAL GLUE OUTFIT

American Walnut Veneers

The finest Walnut timber obtainable grows in the Ohio Valley. Veneer produced from this timber not only is of sound, close texture, which is one very important item in finishing, but it also produces that gray and black stripe which shows up to such good effect.

We are pleased to announce to the trade that owing to steadily increasing demand for our American Walnut Veneers, we feel amply justified in considerably enlarging our operations in that wood. Therefore, we are now in position to offer excellent selections in choice half round, grain figured; sliced stripe; figured butts and crotch Veneers. Connections have been made for guaranteed supply of prime Walnut logs, assuring our ability to continuously supply your requirements.

We shall be pleased to submit for your inspection and approval, full sized samples, faithfully representing stocks offered. Prices right.

IT WILL PAY YOU TO SEE OUR LINE OF WOOD BEFORE BUYING

The Louisville Veneer Mills

Also Specialists in Figured Red Gum.

LOUISVILLE, KENTUCKY

No chips or small pieces of veneer will hang behind this kind of a scraper and keep glue from spreading good on the stock you are running through. But you have to see the spreader, and, in fact, the whole outfit, to get a good idea of what it is.

Well, Jim, in mixing a batch of glue we use a little more than two times as much water as glue. That is, counting in pounds. So for our first mix we weighed out the water we wanted and put it in the pot. Then we made a gage so that we could measure the water after that and save time. Then we started the agitator, or paddle, to going and put in the glue we had weighed. We put this in slow so it could get well stirred and not have any lumps.

The mixer is made with a water jacket, into which steam or water can be turned. While the glue and water was being stirred we opened the steam valve and let the mix get a little warm. Then we made another solution by putting some powdered chemical they call solvent into water, and when the glue and water in the mixer was a little warm we added the solvent solution. Pretty quick after that solvent was added we had the messiest stuff I ever saw to call glue. I threw up my hands in disgust. But Warren only laughed and told me to cheer up and in a few minutes I would see something. Sure enough, soon that mess began to clear up and thin down, and in about 20 minutes it was as clear as a window pane. Then it turned a little brown or amber, and we shut off the steam and turned on water to flow through the shell

of the mixer, and the glue mix cooled off.

In the meantime the gang had got the stock ready, and about our regular time, 9 o'clock, we started to work with that new glue. We didn't warm any stock or any cauls. Instead of putting a caul between every panel we used a caul to each four panels. Now on some stock we use no cauls at all, and on some use more, we just use enough to keep the stuff laying straight.

Jim, you couldn't believe it if you didn't see it, but now, after only a week of using that new glue we are beginning to make the departments behind us hustle, and we sure are having it our way in my department. In fact, the boss asked me yesterday if I couldn't get along with a man or two less now. He says he has hard work to get help and he wants to transfer from my room if possible. I told him he was boss but he'd better wait and see how this vegetable glue was going to stick before he put my department in a hole. He said that he would wait a little while, but that I better be thinking who I would rather do without because the glue was sure to be all right and I wouldn't need so many men.

VENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.



Figured Red Gum

A most charming and dignified cabinet wood



A beautiful panel 14 by 22 inches in two finishes will be sent free upon request.

Finished natural, this beautiful wood works up most satisfactorily into furniture, show-cases, interior trim—any place where the artistic and the practical serve in harmony.

You can give your customers unparalleled values by using *Figured Gum* for living room, dining room, bed room, hall, den and miscellaneous furniture. The beautiful effects that can be produced with Figured Red Gum and produced at a very moderate expense, certainly recommend it for your first consideration.

You can get splendid values as well as exceptional service from our organization. Our specialty is *Figured Red Gum Veneer*. We carry an immense stock and will give your orders immediate and detailed attention.

Manufacturers who buy Veneer in small lots will save local freight, eliminate damaged goods, and get better prices thru buying Veneer in cars with

HARDWOOD LUMBER

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

LONG-KNIGHT

LUMBER COMPANY

CYPRESS

WALNUT—HARDWOODS

WALNUT

25,000 ft. 4/4" FAS, 6" and wider
 200,000 ft. 4/4" No. 1 Com., 4" and wider
 15,000 ft. 5/4" No. 2 Com., 3" and wider
 15,000 ft. 6/4" No. 2 Com., 3" and wider
 15,000 ft. 8/4" No. 2 Com., 4" and wider

PLAIN RED OAK

13,000 ft. 4/4" FAS
 16,000 ft. 5/4" FAS

PLAIN WHITE OAK

10,000 ft. 3" No. 1 Common
 ASH
 12,000 ft. 8/4" No. 1 Common
 15,000 ft. 6/4" No. 1 Common

Manufacturers and Wholesalers

Indianapolis, Indiana

Well, Jim, of course you know what an animal glue outfit looks like, but I am sending you a picture of a side view of ours. See all those pails with glue sticking around and the mess of glue sticking around the small trough that runs from the converter to the spreader? Then look at the vegetable glue outfit. Some difference. And, get this, Jim. No stink. We made a mix the Saturday Warren was here and I said that we ought to wait til Monday so not to have a stinking place and bad glue. He laughed and said to forget all I ever knew about animal glue getting rotten and stinking because those troubles was over. Sure enough, on Monday that vegetable glue was sweet as new milk, and the way it sticks is a caution. Still I keep my eyes open. I seen too much glue trouble to feel easy in my mind before some of the goods get out in the trade. But so far it is the best veneer glue ever I saw. Will tell you more about it as things happen.

Jim, you ought to see me. Sue's cooking is so blame good that I am getting fat as a hog ready for the killing. Sue says she didn't marry a fat man, and don't want none, and if I get fat she'll leave me. And I tell her if I get fat it will be her fault for making such good eats. She says I don't have to be a pig, and I tell her may be I won't be forever but her stuff is such a change from boarding house hash that a guy can't keep away from it. That tickles her and the next meal is the best ever. She sends her regards to Min. My best to you and the gang.

Your friend, HEN.

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Sparks Heads Rotary Men

G. W. Sparks, Des Arc Veneer & Lumber Co., Des Arc, Ark., will serve as chairman of the Commercial Rotary Veneer Department of the American Hardwood Manufacturers' Association during 1919. This was decided at the meeting of the department held at Memphis, January 14 when he was re-elected by unanimous vote. He will name his own associates.

In the discussion of inspection rules, market conditions, stock and sales reports, and other features of special interest, it was the consensus of opinion that there is a large demand ahead and that stocks of logs are very low. Most of these veneers are cut to order and no stocks are carried. But stocks of logs are highly essential and it was agreed that, just now, there is a most notable shortage of these. Furthermore, it was contended that prospects point to exceptionally light logging operations and therefore to very light stocks for some weeks. Prices, it was held, should remain firm if not actually advance for the reason that demand is increasing, that log stocks are light and that manufacturing costs are not declining in the least.

Three new members were elected: Mississippi Veneer Company, Sandersville, Miss.; Ashby Veneer & Lumber Company, Jackson, Tenn., and Lovelace Veneer & Stave Company, Cotton Plant, Ark.

The next meeting of the department will be held at Memphis the second Tuesday in March.

One of the finest birdseye woods of this country is seldom cut into veneer because the centers of the eyes are liable to fall out and have holes in the sheets. It is the silverbell tree. It is somewhat restricted in its range and no large amount is available for the veneer factory; but if the product could be cut and handled satisfactorily, it would hold a place of considerable importance in the veneer industry. The largest silverbell trees grow in eastern Tennessee and western North Carolina. It is closely related to the snow-drop tree which is often planted in yards as an ornament.

American Black Walnut

Pre-eminently

The finest CABINET WOOD
in the world

Unquestionably
American Walnut has

BEAUTY

and

DURABILITY

beyond compare

The richness of figure develops in the finish of this wood better than any other and, without a doubt, is the best wood to use in furniture and interior finish where high class work is desired.

WRITE

PICKREL WALNUT CO.

Clara Ave., near Natural Bridge Road
St. Louis, Missouri

WALNUT EXCLUSIVELY



Wiscoway

A Big Point to Panel Buyers

From the time the log enters our veneer house to its shipment in the freight car as high grade panels, every phase of the transformation is based on methods thoroughly proven in our own cabinet departments to be productive of the most perfect product for cabinet work.



From the log yard to the loading platform Wiscoway panels follow well defined manufacturing methods, which result from years of manufacture for our own use as well as for the general trade.

So varying are the requirements of different types of panels that the successful buyer should ask himself before each purchase, "why can this firm make my particular panels as they should be made?"

One thing alone indicates the answer—if that company has already made those panels successfully it can do so again.

Is there any surer way of learning the proper manufacturer of any type of panels than to use it in your own goods and locate and remedy any defects of manufacture or material in your own shop?

THE WISCONSIN CABINET & PANEL CO.
NEW LONDON, WISCONSIN

Wiscoway



We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length

VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

All our logskinning done in the Northern States

ARE YOU IN THE MARKET
FOR

Hard Beautiful Northern Grown

BIRCH
RED OAK
BASSWOOD
ELM
ASH

V E N E E R
?

If so, we are here to supply you the best that experience and close attention can produce. Any thickness, any length up to 98 inch, any specification and amount.

Specialists in

BIRCH DOOR STOCK

Kiel Woodenware Co.

KIEL

MELLEN

WISCONSIN

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS

PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

Are you making, or
are you considering
the making of
airplane or sea-
plane parts where

Spanish
Cedar
Mexican
Mahogany
African
Mahogany

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

veneers and panels

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST



A. C. QUINLEY, PRESIDENT



E. E. HOOPER, SECRETARY



GEO. D. GRIFFITH, TREASURER

Half Century Meeting Held

On the evening of January 20 the Lumbermen's Association of Chicago held its fiftieth annual meeting, and the usual reports were made by the officers. The business meeting was held in the afternoon and the customary banquet came in the evening.

One of the pleasant features of the banquet was the presentation of a fine gold watch and \$150 in cash to E. E. Hooper who has served the association as secretary for thirty-one years. The handsome present came from members of the association as an expression of appreciation of Secretary Hooper's long and faithful service. The presentation was made by C. B. Flinn in a timely address to which Mr. Hooper responded in kind.

At the business meeting in the afternoon an address by President Quinley went fully into the association's activities during the past year. His address took the form of the annual report and was as follows:

The members of the Lumbermen's Association of Chicago, assembled for the annual meeting and to celebrate the golden anniversary of this association, represent a great industry organized under one head and divided into separate divisions, working harmoniously together to make the best use of their opportunities, thus accomplishing a tremendous influence for the good of the lumber fraternity.

We are entering a period of reconstruction after passing through an epoch of war which was the greatest tragedy the world has ever known. We can face the future with the greatest confidence because of the era of prosperity that is before us. We are years behind in our normal building, but now that the War Industries Board has removed the restrictions on the building industry, there must be a great development of public work, which will make trade far above normal.

At no time in the history of this association has there been a greater need for an organization of this kind in which we may work in closer harmony with our competitor. It has been with a great deal of satisfaction that I witnessed the addition of the divisions to our association this year—the box manufacturers and the cooperage manufacturers; and I fully appreciate the loyal support they have given us.

A great deal of credit should be given our secretary, Mr. Hooper, and his assistant, Miss Cowper, for the work they have so successfully carried on. They have been forced to do a great amount of extra work, owing to the war activities in which we took part.

All our committees have worked hard and our war board especially has had a tremendous amount of work to do, which they did willingly and thoroughly.

This committee has reported that our members contributed a vast sum of money to the various war relief organizations and it is my belief that we shall all have to continue to contribute to numerous calls for aid for the wounded and the widows and orphans of our soldiers who so nobly and gallantly answered our country's call in our hour of peril.

This association has a great deal of power which I think should be used in behalf of better legislation. We should work more closely with

other lumber associations and aid all we can in the Chicago plan. We should not overlook the opportunity we have in helping our Government to solve the railway and other problems.

I appreciate the great honor that you conferred on me when you elected me president of this association. I have served you to the best of my ability and want to thank you for the loyal support you have given me. No presiding officer could ever have better support, and in retiring to the ranks I want you to feel at liberty to call on me for anything I can do to help make this association a better and more powerful organization than it is today.

In order not only to maintain this power, but to carry on the work more successfully, we should not be continually hampered with financial difficulties. I believe the dues should be raised or some other plan adopted to obtain revenue sufficient to allow the association to do its utmost for you. A few dollars invested in this manner would mean hundreds or thousands to you in your business. I notice on the books an item of furniture and fixtures carried as an asset. I would like to see this eliminated and a real asset of dollars and cents take its place. The association should be put on a basis in keeping with the wealth and standing of the lumber industry in this, the greatest lumber market in the world.

The Secretary's Report

Figures connected with the association's activities during the past year were presented in detail in the report read by Secretary Hooper. A summary of the leading points in the report is given below:

From the best information procurable, the total lumber cut of the United States during the year 1918, was approximately 34,000,000,000 feet which was 8,000,000,000 feet below the production in 1917. The principal decline is attributed to war conditions which diverted labor to other occupations. The lumber industry was one of the first to mobilize for war work and an emergency bureau was organized in Washington which handled all government orders for lumber.

The total receipts of lumber at Chicago during 1918 aggregated 2,327,017,000 feet of lumber and 292,011,000 shingles by rail and lake. Of the figures given 62,930,000 feet of lumber were reported from the United States Custom House as lake receipts, leaving 2,266,141,000 feet of lumber to represent receipts by rail. The total volume of receipts shows a decrease in lumber of 1,025,046,000 feet for the year 1918, and in shingles 319,710,000.

Following is an analysis of the disposition of lumber and shingles at Chicago for 1918 and 1917 for comparison:

LUMBER		
	1918	1917
Inventory at beginning of year.....	299,956,264	270,811,981
Receipts during year.....	2,329,071,000	3,354,117,000
Total stocks.....	2,629,027,264	3,624,928,981
Inventory at close of year.....	281,749,897	299,956,264
Total consumption.....	2,347,277,367	3,324,972,717

Shipments	1,064,199,000	1,518,866,000
City consumption.....	1,283,978,367	1,806,106,717
Decrease in total consumption.....	977,695,350	
Decrease in shipments.....	454,667,000	
Decrease in city consumption.....	523,028,350	

SHIPMENTS

Inventory at beginning of year.....	52,863,250	53,338,750
Receipts during year.....	292,011,000	611,721,000
Sales and shipments.....	294,588,500	612,198,000
Inventory at close of year.....	50,275,750	52,863,250
Decrease.....	317,607,500	

About 85 per cent of this volume of receipts is estimated to represent southern pine, hardwood and Pacific coast lumber.

During 1918 the association held eight meetings, the board of directors seventeen, Division A six, Division B fifteen, Division C twenty-three, Division D six, Division E two, Division F one, Division G ten, besides many meetings of different committees, especially the war board.

The association added 47 members during 1918, lost thirty-nine, which left a net membership of 318. Those lost by death during the year were Ira M. Smith, Von Platen & Dick Company; Robert Maisey, Robert Maisey Lumber Company; C. W. Rudderham, Soper Lumber Company; George D. Burgess, Russe & Burgess; Edmund A. Allen, Edmund A. Allen Lumber Company; Adair Lockman, Germain Company and Arthur Gourley.

Want Railroads Returned to Owners

The following resolution, introduced by M. S. Truman, sets forth the attitude of the association on the railroad problem now foremost in this country:

Resolved, That the railroads of the United States should be returned to private operation as promptly as possible with such remedial legislation as will protect them from political or financial persecution and that a committee be appointed to draft a suitable statement to the Chamber of Commerce of the United States on our attitude in the matter.

Treasurer Griffith made the customary report showing the finances of the association.

The War Board's Report

C. B. Flinn presented the report of the association's war board for 1918 which showed the collection of \$8,297,500 was subscribed to Liberty loans by members, and the sum of \$157,810.22 for war relief work. The details of this work was given as follows in Mr. Flinn's report:

It is with great pleasure and satisfaction that I present to you a report of the war work of soliciting funds for the Liberty Loans, Red Cross, Young Men's Christian Association, Salvation Army and the United War Work campaign.

The first call to our association was the second Liberty loan, October, 1917..... \$2,601,600.00
Connected with this loan was a publicity fund, October, 1917, of..... 1,000.00
We collected a fund for the Young Men's Christian Association, November, 1917..... 29,208.00
And we collected for the Fort Sheridan Association, January, 1918 2,425.00
These first four contributions were in charge of Frederic T. Boles, who had been selected by the Chicago Association of Commerce to look after this work in our association. In January, 1918, a different plan was adopted throughout the city for collecting these funds. We were classed and associated with the trade divisions of the city of Chicago, there being thirty-four of these divisions under one executive board. In this group we were known as Division 18. On February 13, 1918, our association formed a war board composed of the chairmen of our divisions, each chairman selecting two assistants. Afterward others were added to this war board and classed as members at large and the board continued the class of work already started.

We collected for the War Camp Community Service, February, 1918 3,116.00
Third Liberty loan, April, 1918..... 1,203,900.00
Second Red Cross war fund, May, 1918..... 32,225.97
Salvation Army war fund, August, 1918..... 11,090.00
Fourth Liberty loan, October, 1918..... 4,492,000.00
Fourth Liberty loan publicity fund, October, 1918..... 1,130.00
United War Work fund, November, 1918..... 77,615.25

Total..... \$8,455,310.22

Of this total fund \$8,297,500 was for Liberty loans and \$157,810.22 was contributed to the war relief organizations.

Various Official Reports

A number of other reports were presented by different members of the association. C. B. Flinn, as counselor of the association to

the National Chamber of Commerce, of the United States, made a report on the meeting of that big organization of business men held at Atlantic City, December 4, 5 and 6. He told how that body was working for better business legislation and what it has accomplished for the business welfare of the nation.

L. W. Crow for Division A, pine yards; F. J. Heidler, for Division B, hardwood yards; G. A. Vangness, for Division C, hardwood wholesalers; M. G. Truman, for Division D, pine wholesalers; R. C. Clark, for Division E, manufacturers, who, being in the South, sent a written report; and John J. Anderson, for Division F, commission salesmen. No reports were made for Division G, millmen; Division H, box men; nor for Division I, the cooperage interests. The latter two recently joined the association and activities for their divisions have just got started. Each chairman told what had been done for the good of the association as well as for their own divisions.

The report of the inspection committee, of which George J. Pope is chairman, showed a good year's record and made the comment that the inspection work is a means of gaining new members, and that inspection privileges should be confined to members only. Frank Stevenson, vice-chairman of the arbitration committee, reported that nine cases were heard during the year and only one was taken before the committee on appeal. The report of the committee on appeals showed that the committee on arbitration was upheld in that one instance. John G. Hodges for the traffic committee reported that there was an unfounded rumor current that the United States railroad administration intended to do away with the Cairo-Thebes gateways, but the truth was that even additional tariffs were going to be permitted through the gateways.

A talk by Perley Lowe, a veteran of the Chicago lumber trade was a pleasant feature of the meeting.

The banquet was successfully managed by J. L. Lane, chairman, and E. D. Dierssen, L. E. Rollo, H. D. Welch, and W. E. Trainer of the entertainment committee.

Walnut Men Join American

Manufacturers of walnut lumber and veneers have been organized as the American Walnut Manufacturers' Association for some time past. The original purpose of the organization was to co-ordinate effort in behalf of war work and, hence, problems up to now have had to do with that branch of consumption. Walnut has filled such a naturally strong position in the production of rifles and airplanes that the country's resources of supply and manufacture needed organization. So the larger producers of this important American cabinet wood have maintained this association for some time past.

The production of airplane walnut and gunstocks has been greatly accelerated, due to the co-ordination of effort. The association has maintained an office at Washington, under the direction of George N. Lamb, secretary, and has at all times been very closely in touch with the government's and the Allied requirements for airplane and rifle purposes. Mr. Lamb is still in Washington.

At a meeting held at Chicago last week the majority of the membership was present, and many important questions were discussed. One of the most important was the question of further stimulating the vastly increased call that has been noted for walnut furniture and interiors during recent years. There has been quite a little publicity work along these lines and in order to bring the matter to a head and organize plans for still further development, to take advantage of the favorable situation, the membership voted a substantial appropriation for advertising and placed the matter in the hands of Crosby-Chicago, advertising agency. In addition the members voted to join the American Hardwood Manufacturers' Association as a body, thus bringing into that organization quite a few additional members. The work will be carried on as heretofore as a department of that association. The advertising will be in support of the manufacturers of walnut furniture and interiors.

The Mail Bag

B1208—Poplar Squares Sought

New York, N. Y., Jan. 10.—Editor HARDWOOD RECORD: Can you advise where we can locate a car or two of 4x4 firsts and seconds poplar squares? We could use this stock either all firsts and seconds or No. 1 common and better, and may be able to use a small amount of 3x3's or 4x4, or 6x6 to fill out the car, if we cannot secure a full car of the 4x4's.

B 1207—Army Man Seeks Logging Connection

_____, N. Y., Jan. 15.—Editor HARDWOOD RECORD: Doubtless you know, or knew of _____, who was with a Michigan concern for several seasons after finishing Biltmore. He was woods manager and I believe he filled the place successfully and with credit.

He resigned to enter the air service. Now he expects to be let out in a few weeks, or has the option of staying for six months, but it may not be permanent. He is getting \$166.50 a month and allowance of \$30 for town quarters, since he is married, showing that he has advanced rapidly and to a high rank (mechanically, he is engaged in ground work, and hence has not sought commission).

He does not care to go back to the Michigan concern, as it has less than ten years' work left, growing constantly less, with no western holdings. He wants to go where there is a future. He is an A No. 1 surveyor, quick and reliable as a woods foreman, and produces results, gets along fine with the men. In fact, I think he has done about as well as any Biltmore man, although not in a spectacular way at all.

Can you suggest anything or any place for him? I might add that I learn his wife's health is poor and he has a desire to locate where he can have good town living quarters or conditions, and yet get back and forth to his work. Is there any opportunity in the trade journal line for him? He is well educated, writes a fine letter.

Sorry to bother you to this length, but I am still sufficiently interested in the Biltmore Forest School boys to try to help any who are worth it, and he is well worth it.

Clubs and Associations

Hardwood Club Meeting Announced

The Southwestern Hardwood Manufacturers' Club will hold its next meeting at the Grunewald Hotel, New Orleans, February 24. The election of officers is among the important business to be transacted at the meeting. The Southern Pine Association holds its meeting in New Orleans on February 25, and the meetings are thus close enough together to permit members to attend both, if they desire to do so.

Annual Meeting of Hardwood Lumber Association

The board of directors of the National Hardwood Lumber Association met in Chicago, January 17, and fixed the date for the twenty-second annual meeting, which will be held June 19 and 20, 1919, in Chicago.

At the directors' meeting fifty-four new applications for membership were passed upon and accepted. Thus far during the current fiscal year ninety-four new members have been received into the association. In no other year in the history of the association has this record of new members been equalled. The losses in membership during the same period have not amounted to twenty per cent of the gain.

Wood Preserving and Timber Men Will Meet

The fifteenth annual meeting of the American Wood Preservers' Association will be held at the Hotel Statler, St. Louis, Mo., January 28 and 29. The tie and timber division of the St. Louis Chamber of Commerce and the initial organization formed as a nucleus for the national association will meet the two following days. There will be a joint dinner of the two bodies on Wednesday evening and prominent speakers will attend. The Tuesday session will be devoted to the consideration of preservative materials. Wednesday afternoon will be given over to the discussion of the tie problem. The program as already formulated is very interesting.

Wholesalers' Trustees Hold Meeting

The board of trustees of the National Wholesale Lumber Dealers' Association held an important meeting at the association headquarters on Wednesday, January 15. Many matters of interest were discussed, among them being surplus of government lumber. Other questions were in connection with the Chamber of Commerce of the United States and the National Federation of Building Construction.

A resolution was adopted advocating the return of the railroads to private ownership with proper government regulation at the earliest feasible moment.

It was voted by the trustees that the next annual meeting be held at

Philadelphia on Wednesday and Thursday, March 19-20. This will be the twenty-seventh annual of the association.

There were reports from the various committees, the membership committee reporting a total enrollment today of 455.

Plow Makers to Meet at Pittsburgh

The plow and tillage implement department of the National Implement and Vehicle Association will hold a meeting in Pittsburgh, Pa., February 5 at the William Penn Hotel. Although the rulings of the War Industries Board still hold as affecting standardization and elimination in the plow and tillage implement lines, this department of the association in its usual progressive manner will review all of the standardization work undertaken during the period of the war with a view of further improving them.

The meeting at Pittsburgh will be the first held by the department in the East for a number of years, but an occasional meeting further eastward than Chicago is becoming more advisable because of the large number of eastern and southern manufacturers now belonging to the association.

The meeting of February 5 at Pittsburgh will be open to all manufacturers in the plow and tillage implement lines regardless of association affiliation; in fact, non-members are most cordially urged to attend.

Industrial Medical Advisers

The government announces its purpose of furnishing manufacturers with the names of physicians who are competent to look after the health and well being of industrial plants, but this service will be provided on request. The organization by which this work will be done is connected with the Department of Labor, and belongs to the division of industrial hygiene and medicine, of which A. J. Lanza, Washington, D. C., is chief.

This organization is prepared to furnish industries with the names of skilled industrial medical advisers on request. The demands for competent medical directors for the factory departments of hygiene are being met by the service with an adequate list of physicians, all of whom had experience and training in this particular function. Hundreds of such physicians are listed in the government's registry bureau in Washington and hundreds are being added to the registration files.

In each instance the service satisfies itself of the training of the physicians before their names are allowed on the list. Thus only those best qualified are listed and manufacturers have the advantage of knowing that by availing themselves of this service their dispensary section will be in competent hands.

Program for Alluvial Land Meeting

The program for the second annual of the Southern Alluvial Land Association, to be held in Memphis Friday, January 31, beginning with a luncheon at 12 o'clock, is given herewith:

Greeting—John W. McClure, president.
Report of F. E. Stonebraker, secretary.
Report of John M. Pritchard, treasurer.

ADDRESSES:

"The South," by Hon. H. G. Pleasant, Governor of Louisiana, Baton Rouge.

"The Live Stock Industry," by Arthur C. Davenport, general manager Corn Belt Farm Dailies, Chicago, Ill.

"Diversified Farming," by E. R. Lloyd, manager Farm Bureau, Chamber of Commerce, Memphis.

"Federal Farm Loans and Their Application," by L. K. Thompson, president Mississippi and Arkansas Joint Stock Land banks, Memphis.

Election of Officers.

New Business.

Adjournment.

Invitations have already been mailed and acceptances indicate that the attendance will be larger than ever before. The association has had an exceptionally active year and it faces a period in which a number of problems of vital interest to its members must be solved. The meeting is therefore regarded by officers and members alike as of unusual importance.

Evansville Lumberman's Club

Joseph Waltman, the newly-installed president of the Evansville Lumbermen's Club at Evansville, Ind., at the last meeting appointed his standing committees for the ensuing year, as follows:

MEMBERSHIP—Charles A. Wolfen of the Wolfen West Side Lumber Company, chairman; Louis Holtman of the Schnutte-Holtman Lumber Company and Daniel Wertz of Maley & Wertz.

PUBLICITY AND RESOLUTIONS—William B. Carleton, chairman; Elmer D. Luhring of the Luhring Lumber Company and George O. Worland of the Evansville Veneer Company.

RIVER AND RAIL—William S. Partington of Maley & Wertz, chairman; John C. Keller, traffic manager of the club, and D. B. MacLaren of the D. B. MacLaren Lumber Company.

ENTERTAINMENT—J. C. Greer of the J. C. Greer Lumber Company, chairman; Elmer D. Luhring, and Henry Koliker of the Mechanics Planing Mill Company.

CO-OPERATIVE—George O. Worland, chairman; Daniel Wertz, and William Heyns of the Evansville Dimension Company.

The next meeting of the club will be held on the second Tuesday night in February, when the bill recently introduced in congress to give the Interstate Commerce Commission the power to fix railroad rates the same as before the war, will be taken up and discussed. J. C. Greer is working on a plan to get up some sort of an entertainment for the members and their friends, and this matter also will be brought up at the next meeting. Members are interested in the suggestion of E. D. Tennant, secretary and treasurer of Hoo-Hoo, that the order be revived in Evansville, and it is probable that a concatenation will be held soon. At one time the order had a large number of members in Evansville. John C. Keller has been reappointed traffic manager for the club.

Traffic Conference at St. Louis

J. H. Townshend, secretary of the Southern Hardwood Traffic Association of Memphis, attended a joint meeting of the St. Louis, Dallas and New Orleans district freight traffic committees on January 21, at which consideration was given to proposed advances in rates on hardwood lumber and forest products from west side points to destinations in Central Freight Association and Eastern Trunk Line territories, notably the latter, amounting to one to eight cents per hundred pounds. Mr. Townshend said before leaving for the meeting that operators of saw mills and yards on the west side of the Mississippi had advised him that, if the rates were advanced as proposed, it would mean shutting them entirely out of Eastern Trunk Line territory, which includes Canada.

He further said that he would propose to the joint conference that tariffs be issued showing just exactly what the three committees desire to do, and that the association would make its position known when it had this definite, tangible evidence on which to proceed. It therefore looks as if the conference will be rather preliminary and that no decision will be reached regarding the question of advances in west side rates. Thus far it appears that the different freight traffic committees participating in the conference have not yet definitely agreed among themselves as to what they want and that there is something yet to be done in the way of harmonizing their position.

With the Trade

Will Re-enter Wholesale Business

The announcement is made that J. C. West will take up again the wholesale lumber business in Cincinnati, Ohio, Room 2506 Union Central building, under the name of J. C. West Lumber Company.

Mr. West served the government in the airplane work, his particular function being the purchase of southern hardwoods for propellers. When the armistice was signed he tendered his resignation, but was induced to remain to help adjust some of the contracts, and he was not released from government duty till December 31. He at once perfected his arrangements to take up business along his former line, selling lumber by wholesale.

Lumber Company Reorganized

The Johnson-Tustin Lumber Company, Memphis, Tenn., has been reorganized and its name changed to the Tustin Hardwood Lumber Company. J. F. Mingea was elected secretary and sales manager to succeed J. T. Jones, who resigned recently to become identified with the Cherokee Lumber Company.

Mr. Mingea began his lumber activities as yard clerk for the C., M. & St. P. railway and the Western Steel Car Company. That was in 1902, after he had served two years in the Philippines. Subsequently he was in the purchasing department of the Central Locomotive & Car Works, and from there he rose by promotion to buyer, and in that capacity traveled through all the southern states during five years directing the work of assistant buyers and inspectors, purchasing yellow pine and hardwoods for building freight and passenger cars. He was of an inquiring mind and spent much time in the woods, where he became

acquainted with logging and sawing operations. Experience thus gained has greatly assisted him in his subsequent work as salesman and sales manager.

When Mr. Mingea decided to enter the selling field, he joined the Faust Brothers Lumber Company, then located at Paducah, Ky., and soon afterwards opened an office in Chicago, where he became manager of sales. He remained with that company several years, when he resigned to go with Hayden & Wescott Lumber Company of Chicago. The next year he decided to quit the lumber business and devoted two years to other work; but he returned to his former calling and opened a Chicago sales office for the Arkla Lumber & Manufacturing Company of St. Louis, but soon afterwards he returned to his old position with the Hayden & Wescott Lumber Company and remained in that work until he went south to take a position as assistant to Mr. Tustin, president of the Johnson-Tustin Lumber Company. He took up his position in November, 1918, and on January 6, at the company's annual meeting, he was elected secretary. He is well known to a large number of manufacturers of lumber, having bought lumber in the markets for years, and he enjoys the friendship of a large number of factory buyers.

The Johnson-Tustin Lumber Company was organized in 1913 with a capital of \$15,000. Under the direction of its president, C. R. Tustin, the business has grown from an average of twenty cars per month in 1913 to an average of 150 cars per month during the last year. The volume of business in 1918 was around \$800,000, and the capital has grown to \$75,000.

Mr. Tustin has been in the lumber business since he was fifteen years old, having begun with the Citizen's Lumber Company, Parkersburg, W. Va.

Death of George Mercereau

On January 5, 1919, at his home in Union, N. Y., occurred the death of George Mercereau at the age of eighty years. He was for many years a dealer in lumber and ties at Huntington, W. Va. After leaving Huntington he retired from active business. He was formerly connected with the Mercereau-Hawkins Tie Company, with which his nephews are still identified at Staunton and Roanoke, Va.

Korn-Conkling Closes Out at Memphis

At the annual meeting of the board of directors of the Korn-Conkling Company of Cincinnati and Memphis, held on Tuesday, January 16, a new board of directors and officers were elected. The officers are: Chester F. Korn, president and treasurer; Mrs. Francis H. Korn, vice-president; John H. Horst, secretary. Mrs. Korn is the wife of Chester F. Korn and Mr. Horst is cashier of the Winton Savings Bank, of which Mr. Korn is president. The new board of directors is composed of Mr. and Mrs. Korn, Mr. Horst, Miss Alice A. Wolkert and Frank A. Conkling.

Walter C. Palmer resigned as secretary and employee of the company, effective January 1, and has taken a position with Maley & Wertz of Evansville, Ind. Mr. Conkling has since resigned and has made no definite plans as to his immediate future. It is probable though that he will shortly be established in a strong connection in the southern hardwood field, as he has spent his entire business life in this line of work.

According to instructions of Mr. Korn, the Memphis office is now being closed up and the records are being prepared for shipment to the main office at Cincinnati, O.

Mr. Conkling temporarily maintains his address at 906 Bank of Commerce & Trust building, Memphis.



J. C. WEST, CINCINNATI, O.



C. R. TUSTIN, MEMPHIS, TENN.



J. F. MINGEA, MEMPHIS, TENN.

The Cruel Test of War Service—

Has proven American Black Walnut to have the most dependable structural characteristics of any known wood;

Has shown that the visible supply is probably 1,000,000,000 feet rather than 100,000,000 feet formerly considered the limit;

Has focused public attention on walnut and awakened public appreciation of walnut as the wood to use in furniture that is bought to keep.

Woodworkers, consider these signs of the times in making your plans!



American Walnut Manufacturers' Association

McLachlen Building

Washington, D. C.

Big Fire at Woodworking Plant

Fire destroyed the big plant of the Fitzgerald-Speer Company at Penargyle, Pa., on the night of Tuesday, January 21. The concern is a large manufacturer of fancy bar fixtures. The loss sustained approximates \$800,000, it being stated that between 300 and 400 carloads of high-grade lumber were consumed.

John M. Woods Lumber Company Elects Officers

The annual meeting of the John M. Woods Lumber Company of Memphis, Tenn., was held at Memphis on January 14. The following officers were elected for the year:

President, John M. Woods; vice-president, W. E. Chamberlin; secretary-treasurer, M. E. Philbrick; manager, R. H. Goodspeed.

The board of directors received a letter from E. D. Walker, who has been treasurer of the corporation since its organization, in which he expressed his desire to relinquish that office because of ill health.

Gill-Andrews Opens Chicago Office

The Gill-Andrews Lumber Company of Wausau, Wis., has opened up offices in the Lumber Exchange building, Chicago, in order to be more closely and constantly in touch with trade in and around this big market. Two salesmen will handle the company's business out of the Chicago office, namely, W. H. Abbott, who has been in the Wausau office for some time, and H. W. Maffett, who for several years has been associated with the Steven & Jarvis Lumber Company of Eau Claire, Wis.

The new offices are at 503 Lumber Exchange building.

Thomas Perry Becomes General Manager

After a great many years of close application to the development of the business of the Grand Rapids Veneer Works of Grand Rapids, Mich., Z. Clark Thwing has determined that he will gradually retire from active direction of the business, which he has built up to such a permanently strong basis. Therefore, about the first of the year Mr. Thwing made his arrangements to take a protracted vacation to Florida and thus begin his period of gradual retirement. He still remains the head of the institution, now being president, but is succeeded as general manager by Thomas D. Perry, who was formerly in charge of the dry-kiln department of this organization.

Mr. Perry also becomes vice-president, and in these two offices is the active head of the whole institution. Mr. Thwing left Thursday night for his Florida trip.

Both Mr. Thwing and Mr. Perry are deserving of congratulation, Mr. Thwing for his great success in building up the business and Mr. Perry because he comes into such a responsible position.

Major Allen Goes to Siberia

C. B. Allen of the Allen-Eaton Panel Company, Memphis, Tenn., had just reached Chicago last Tuesday in starting out on a two weeks' business trip when he got in long distance connection with his son, Major C. D. Allen of Camp Lee, Va., and learned that he had been given instructions to await traveling orders that will take him to the American forces now engaged in the Siberian campaign. Major Allen is attached to the medical corps of the regular army and has won very rapid promotion.

HARDWOOD RECORD was pleased to be able to mention his war work last July, at which time he was lieutenant. He gained his majority August 31.

Naturally Major Allen's family is very much upset over the sudden call for such a far distant point, as it may be several years before he will be released from duty at that post. This eventuality, of course, depends upon developments in Russia. The orders, however, seem to indicate that Major Allen will have to start out immediately, possibly without even having time to visit his family.

Pertinent Information

Identification of Mahogany

A report has been published by the Royal Dublin Society (Vol. XV, No. 34, December, 1918) by Henry H. Dixon, on the identification of mahogany. The report contains plates and a key for identifying different species which pass commercially as mahogany. This report should be of interest to manufacturers and users who are called upon in course of business to distinguish between the different woods which pass as mahogany. The publication is probably not on sale in book stores, but may be consulted in public libraries which have a department of scientific publications.

No More Lumber Out of Russia

The forests of those parts of Russia under Bolshevik control will no longer furnish lumber for building purposes in the rest of the world, unless something is done to eliminate the Bolshevik control. The timber trade, outside of the White sea district, has been dealt a death blow by the promulgation of a decree from the Soviet government, which forbids exports of Russian woods, and declares that all private lumbering must be stopped forthwith.

This decree, which affects all districts of Russian under Bolshevik control, declares that all work in connection with forests and trade in timber and all wood manufacturing will be taken over by the local Soviets. A

ban on what is called "exploitation by the capitalist class at the expense of workmen" is ordered.

Reports indicate that the decree has already cost lumber interests, particularly those of the Scandinavian countries, heavy losses. Norwegian lumbermen are hard hit, as much of their properties, representing millions of crowns, are in Bolshevik territory.

Furniture Outlook Good

St. Louis furniture manufacturers are entering upon one of the best years they have ever experienced, according to a statement recently made by John H. Meier, chairman of the furniture division of the St. Louis chamber of commerce. Conditions are favorable for lively manufacturing and satisfactory wages and profits. Stocks of furniture are generally low, and the factories will be kept busy to meet the demand.

Big Purchase of Canadian Lumber

Great Britain has negotiated for 1,000,000,000 square feet of Canadian lumber of all grades, valued at approximately \$40,000,000. It is understood this will be allocated among the several timber provinces.

Will Sell Abandoned Toys

Shipments of toys which left Germany before the war but were held up somewhere on the road until quite recently have reached this country, where they have not met with much welcome. Some of the consignees refuse to receive them and prefer to lose what has been invested in them rather than take chances of offending their customers by offering the toys for sale. Others announce that they will store the toys a few years until popular prejudice against Germany dies down. Such toys as are abandoned will, after a certain length of time, be sold at auction by the government to pay the duty and the cost of storage.

California's Claim

The claim is made for California that it uses more lumber than any other state in the Union; but the claim is made by Californians who seem to have overlooked figures from some other states. Statistics will not substantiate the claim. At least ten states use more lumber than California, if government figures published by the Forest Service are correct. Among the states using more than California are Illinois, New York, Pennsylvania, Michigan, Wisconsin, Minnesota, Virginia, Arkansas and Ohio. The state of Washington is ahead of California in the quantity of lumber going to factories; but some of this is for flooring and house finish and is shipped to other states after being manufactured.

Insurance for Soldiers and Sailors

The Treasury Department at Washington has addressed to the soldiers and sailors a circular letter urging them not to let their insurance lapse. About four million men were insured for \$37,000,000,000. This advice is given to the men:

The privilege of continuing your government insurance is a valuable right given to you as part of the compensation for your heroic and triumphant services. If you permit the insurance to lapse, you lose that right, and you will never be able to regain it. But if you keep up your present insurance—by the regular payment of premiums—you will be able to change it into a standard government policy without medical examination. Meantime you can keep up your present insurance at substantially the same low rate. The government will write ordinary life insurance, twenty-payment life, endowment maturing at age 62, and other usual forms of insurance. This will be government insurance—at government rates.

October Wood Exports

Figures have been published by the government showing the export of lumber and other wood products during last October. This was the last full month of the war, and it will be interesting to study export figures month by month in the future to note the gradual changes as they occur. The total value of forest product exports for November, 1918, were larger than for the corresponding month of 1917; but most items were smaller. The larger total was made up by a few items. The leading figures follow for 1917 and 1918, the figures representing value:

	1917	1918
Round logs.....	\$60,014	\$34,059
Square timber.....	319,143	195,105
Railroad ties.....	417,557	276,614
Lumber.....	3,580,547	4,291,616
Furniture.....	382,202	230,682
Cooperage.....	160,410	368,081
Box shooks.....	152,478	154,587
Staves.....	342,919	273,312
Total.....	\$6,780,972	\$7,265,712

The Wooden Shoe Sole

Wooden shoes and wooden soles for leather shoes are coming into greater use than formerly in this country, though the change is not very rapid or among people of all classes. It is a factory or a worker's footwear. The wooden sole keeps out water that would soak through a leather sole, consequently the wear's feet remain dry under circumstances which would subject them to dampness if leather were worn. The wooden sole being warmer, the wearer's health is better during winter. Maple and beech are the best sole woods; and the most frequent wearers are miners, stable keepers, foundry men, teamsters, brewers, car conductors, and street workers. Lumber for soles is sawed two inches thick, but the thickness is reduced in manufacturing. Such a sole is much cheaper than leather and wears much longer. Noisiness and appearance constitute the principal objection to wooden soles.

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shipping dry to bone dry, available on our
yards now to meet the requirements of
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December Building Permits

A favorable reaction from war restrictions can be noted in the records of building permits issued in the principal cities throughout the United States for December. The total value of permits issued during October, \$26,279,711, was the lowest record for any month up to that time during the past six years; but the total value for November was almost negligible, amounting to only \$6,593,857 in 151 cities.

FAVORABLE INCREASE SHOWN

During December in 148 cities the total value of building permits officially reported to The American Contractor was \$17,485,396. Although this was thirty-eight per cent less than the total value reported during December, 1917, the gain over November is significant, since usually fewer permits are issued in December than in November. The total is still far below normal, but apparently the removal of government restrictions on building and the end of the war are having the desired favorable effect.

The following table shows an interesting comparison of construction work in October, November and December for the past five years:

	No. of Cities Reported	Est. Value of Bldgs.
1918		
October	142	\$26,000,000
November	151	6,000,000
December	148	17,000,000
1917		
October	142	43,000,000
November	151	45,000,000
December	144	28,000,000
1916		
October	111	99,000,000
November	114	69,000,000
December	109	69,000,000
1915		
October	111	78,000,000
November	114	69,000,000
December	109	66,000,000
1914		
October	73	44,000,000
November	75	34,000,000
December	76	37,000,000

FORTY-NINE CITIES SHOW GAIN

Of the 148 cities reporting a gain over December, 1917, is shown in forty-nine cities, notably at Albany, N. Y., Camden, N. J., Canton, Cin-

cinnati, Columbus and Dayton, Ohio, Indianapolis, Ind., New Haven, Conn., Niagara Falls, N. Y., Portland, Ore., Richmond, Va., and Salt Lake City, Utah.

TOTAL VALUE OF BUILDING FOR 1918

The total value of building permits for the year is significant only as it indicates the decline in private construction due to war conditions. The total value of \$414,796,903 for 1918 shows a loss of thirty-nine per cent over the total of \$676,662,206 for 1917, and a loss of 114 per cent over the total of \$889,884,679 for 1916. The loss was fairly evenly distributed over all months of the year—July showing the least decline with only ten per cent loss, November the greatest with eighty-five per cent loss.

Places for Returning Soldiers

While it was generally made known throughout the farm operating equipment industry that all employers would receive back their employees who left to engage in war activities, special action was taken at a meeting of the executive committee of the National Implement and Vehicle Association, held on January 9, in the form of a resolution, offered by H. M. Wallis, chairman of the committee, and unanimously adopted to the effect that former employees who apply for positions within thirty days after honorable discharge will be given re-employment at compensation at least equal to what they were receiving when they left the employment. The majority of the old employees are expected to come back.

England's Three Demands for Wood

The London Timber Trades Journal of December 7 summarizes as follows the three leading demands for wood in the British Isles:

With war work a thing of the past, merchants are now turning their attention from huts, aerodromes, shell-filling factories, ammunition cases, etc., to requirements more suitable for a civilized state of society. Apart from all the miscellaneous arrears of work for which timber is required, there are three most important industries which can absorb all, and more than all, the imported timber which will be available in this country for the next couple of years. They are (1) the government house-building program, (2) shipbuilding and (3) developments and repairs to our railways. These three industries have suffered terribly during the war from the lack of labor and of raw material, and as permits or priority certificates will be necessary in regard to the use of imported wood for some time, quantities of timber will have to be reserved for these three great objects. Engineering, road repairing, horticultural work, etc., will claim a share, but timber merchants, in looking forward to the needs of the country during the next two seasons, may well fix their attention on housing, shipbuilding and railway requirements, and, as soon as they are permitted to make any purchases, to look out for timber suitable for the purposes in question. In regard to housing, merchants say that the present prices of wood and other materials will entirely prohibit any speculative building, and that only government and municipal house-building will be under-

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Forests and Shoes

In the report by the United States Forester, just published, occurs the following paragraph containing some interesting facts regarding the war and its requirements:

"There might seem to be little connection between the army's requirements for shoes and the forests, but in point of fact the immense quantity of heavy leathers required for the large order of the new Pershing shoes brought the country face to face with a serious shortage of tanning materials. Under normal business conditions the tanning industry of the United States uses about 175,000 tons annually of imported tanning materials. Owing to the scarcity of ships it was impossible for the shipping board to provide space for such a large amount of material. The Forest Service therefore undertook a study of the domestic tanning industry. A canvass was made of the chestnut extract plants in the Southern Appalachians and of the bark producers in the North. It was found that the supply of wood on hand at the plants was only about forty per cent of the normal supply, and that the plants were producing only about seventy per cent of their possible output. The reasons for this situation were found to be lack of woods labor and of transportation facilities, shortage of coal, shortage of labor at the plants, and delayed transportation of the finished products and the return of tank cars. Owing to the labor situation the price of acid wood in many localities has advanced from \$5.50 to \$10 per cord of 160 cubic feet. The amount of chestnut, oak bark and other barks on hand was also found somewhat below normal. As a result of the investigation measures were taken so that extract plants could run at increased capacity.

Luther Burbank's Walnut

An article in the Pioneer Western Lumberman, San Francisco, tells some remarkable things concerning a hybrid walnut produced by Luther Burbank by crossing the black walnut and the California walnut. The reading of the article is apt to rouse a suspicion that it is a paid advertisement, because it insists so strongly that persons who want to plant trees for future timber, or for nut growing, should purchase the nursery stock from Mr. Burbank, and be sure of getting this wonderful walnut.

But whether an advertisement or not, some of the statements made are interesting, and if they are true, persons about to plant woodlots would do well to look further into the merits of this hybrid tree, which is called "royal walnut." According to these statements, the tree was originated between thirty and forty years ago, and trees less than twenty-five years old are ninety-six feet high, and three feet in trunk diameter twelve feet above the ground. Mr. Burbank declares that no other American tree of his knowledge grows so rapidly. Trunks may increase two inches in diameter a year. He says he has submitted samples of the wood to makers of musical instruments and furniture in New York and Chicago and they pronounce it hard and of close grain and fine and silky texture. But nothing is said of the figure. He says the tree will thrive in climates where the thermometer does not fall lower than twenty-two below zero.

The tree has wide-spreading branches and is a prolific bearer of excellent nuts. The claim made for it as a producer of lumber is of most interest to lumbermen, because there can be no question that walnut, for timber, will be largely planted in this country during the next few years to make up for the depletion caused by cutting walnut for gun stocks during the war. If the royal walnut will produce a trunk diameter of three feet in twenty-five years, or even in fifty years, it is worth investigating.

The California walnut, with which the black walnut was crossed, is a rather inferior tree in its native country, and seldom exceeds a height of sixty feet or a diameter of eighteen inches. The nuts are about half the size of the common black walnut, but their flavor is fine. The wood is hard and dense, resembles black walnut in color, and is occasionally finely figured. The tree grows slowly, and is found growing naturally in certain parts of California only. It has long been known as suitable stock on which to graft Circassian walnut now so extensively grown in California and Utah.

Chinese Varnish Made of Sumac

The lacquer work for which the Japanese are famous is made of the sap drawn from a species of sumac and dried in the air. Its principal use is on metals, and its usual color is black, although it may be had in other colors. The account of a Chinese varnish, which follows, is from the London Timber Trades Journal:

Varnish manufacturers and users are more or less familiar with Chinese wood oil or nut oil, but there is another oil in China from which is derived an odd varnish that, it is said, is kept a secret and controlled by only a few Chinese. The varnish is known as Ningpo, and is said to be made from the sap of a tree called the varnish tree, known botanically as *Rhus vernicifera*. One of the peculiar features of this Ningpo varnish is that it is said it will not dry in fine, clear weather, but dries best in moist, damp weather, under which conditions it will harden in two hours. When using this varnish when the weather is dry a series of damp cloths are hung in the room to accelerate the drying of the varnish. This is odd in that it differs from the usual varnish and the methods followed for drying it. There is a suggestion, too, that varnish of this odd type would be excellent for boats and outside work where there is exposure to weather, for if it hardens under the influence of water it should be water-resisting.

Woods Used in Making Violin Bows

The general reader knows very little about the violin bow or the making of it. The expert violinist tells us that the same is true of the professional bow maker. The quality and value of a bow can be determined best by the expert violinist who understands thoroughly the technique of both the bow and violin. There is a great difference between a bow commonly used by the fiddler and the favorite bow of the recognized master of the violin. Bow makers with many years of experience may turn out hundreds of ordinary bows to one possessing the properties sought by the best players. It is true that a bow may be considered to possess the requisite characteristics by one player and not by another, but the fact remains that only a very small percentage of those turned out annually are high-class bows.

The character and quality of a bow are naturally dependent very largely upon the workmanship, but the kind of wood used is perhaps the chief factor determining the value of a bow, and the object of these notes is simply to outline briefly the woods that have been employed and to describe the kind now most commonly used in bow making. A number of our native woods have been tested, but only a few of them have been found satisfactory for making only the cheaper grades of bows. Beech, maple, dogwood, persimmon, holly, yellow poplar and red gum are among those which have been used, but they all lack certain essential characteristics of a good bow wood. Thus far bow makers have not been able to make high-class bows from any of our native woods. Snakewood, satin wood and boxwood from tropical America have been used to a certain extent; snakewood makes a fancy bow, but it lacks the qualities of the true *Pernambuco*, which appears to be the only satisfactory wood for this purpose, and a brief reference to this little-known tree and the wood may prove to be of interest to the general reader.

The name *Pernambuco* is a little confusing, because it is applied in the trade to a number of related trees growing in Brazil. Several different woods were originally shipped into Europe under this name long before the trees producing them were described botanically. The first consignments were shipped from various parts of Brazil and the wood was designated in the trade as Brazil wood. This word was later corrupted to brasil, brasillite, brasileto, etc., which are names given also to other dye-yielding woods in different parts of tropical America.

After the dyewood industry in Brazil had attained considerable commercial importance in the early part of the eighteenth century the government formed a royal monopoly. The exportation of the wood except on account of the government was strictly prohibited under severe penalties. Government agents were instructed to gather all the wood available and bring it to Pernambuco for shipment to Europe. It then came to be called Pernambuco wood, which name was soon corrupted to Fer-

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namiboo. In the trade the wood is also called to sometimes also as Para, Bahia, Victoria and Rio wood, which are the names of ports from which the wood is occasionally shipped. The experienced bow maker knows the wood as Pernambuco and he knows just what he wants. He is exceedingly careful in his selection of the logs, and it is safe to say that on an average a carload of Pernambuco logs intended for dye making contains only a few articles suitable for the bow makers' use.

The logs are usually from thirty to forty-five inches in length and from five to fifteen inches in diameter; the larger logs are always split into halves or quarters. Nearly all of them are faulty, that is, they show knots, serious cross grain, rot or other defects which make them unfit for bows. The logs must not be less than thirty-six inches in length, and in thickness from six to eight-inch logs are preferred. The wood of the young trees is said to be more vigorous and "nervous." It is claimed by users of this wood that large logs have not got the qualities of the young and small trees. However, if the grain in the wood is reasonably straight and is free from knots or other defects, logs fifteen inches in diameter can be used with satisfaction.

The trees attain a diameter of two feet at the base and upward to fifty feet in height. As a rule, the trunks are almost perfectly straight and clear of branches for over three-fourths their total height. It is said to be one of the most beautiful trees in South America. If the bow maker is successful in securing the desired logs he immediately reduces the sticks into what he calls blanks; these are the bows in the rough and in this condition he seasons them sometimes for many months. The drier they are the better will be the bow. Every operation from the selection of the wood to the finished bow requires expert knowledge of the wood as well as of the method of handling and working it. Great care is exercised in cutting the log radially. This is of the greatest importance, and unless this is done the bow will not assume the characteristic curvature, which keeps the hair on the bow always uniformly taut. Special planes, draw knives and other tools are required to work the bow down to its desired dimensions. As a matter of fact, there is no other small article that is made of wood which requires so much time, energy and precision as the first-class violin bow.

Australian Spotted Gum

Spotted gum (*Eucalyptus maculata*) is one of the best known and most used of the group of trees known as Australian hardwoods. It is a grayish-yellow timber, with a close grain, which is sometimes straight but occasionally interlocked, hard, tough and elastic. It is extensively used where resilience and lightness combined with strength are the desiderata, as in coach building and similar industries. Recently it has been much used for cabinet-making purposes, as the color somewhat resembles that of oak. Considerable use is also made of the timber for street paving; blocks that have been down for many years show no signs of wear. On account of its strength it is much used in the building trade. Spotted gum is now generally employed by boat builders for timbers or ribs of vessels, formerly of ash or elm. When steamed or boiled it readily bends to conform to the shape of the vessel and has very little tendency to split or crack. Strength tests recently made with three pieces of timber each 38 by 3 by 3 inches showed a mean breaking strain of 7,375 pounds. The weight of a cubic foot of spotted gum is 55½ pounds.

Cloth Made of Wood

Twine, thread, and cloth have long been manufactured from paper, but something new has been announced in Germany. A summary in the British Board of Trade Journal, April 25, says of this new invention:

There has been much discussion in the German press during recent weeks concerning a wood-pulp fiber named "cellulon," for which large claims are made as an efficient substitute for jute, cotton, and other fibers. Swiss spinners and weavers are keenly watching the developments of this textile substitute and already regard it as of considerable importance. The British consul general at Zurich, who has seen a sample of the cloth made from cellulon, describes it as extremely strong, although it is made directly from wood pulp.

It is not easy to reconcile the various descriptions of the process of manufacturing cellulon from pulp, and it may be that more than one method is employed. It appears to be certain that the fiber is not made by spinning long strips of paper run off reels through water in the manner which German paper textile substitutes have made familiar. The accounts agree in describing the process, or processes, as a direct manufacture from wood pulp. The British consul general states that the method employed is on the same general lines as artificial silk manufacture; that is, by squeezing pulp under high pressure through small holes in plates. He is familiar with the artificial-silk works at Krefeld and considers that the methods employed there are adaptable to making cellulon.

But however cellulon may be manufactured, there is no doubt that it is being exploited very actively in Germany, especially as a substitute for jute. The Munchener Neueste Nachrichten, which describes the extent of its adoption in Germany up to last month [March], states that many of the largest industrial concerns in the cellulose, paper, and textile industries have already taken out licenses for the working of this invention. Some large factories are already at work exploiting it; other factories for such exploitation are being built or projected. The Cellulon Company has been formed by the existing license.

According to the Correspondenz Textilindustrie, the production of cellulon yarn will have to be reserved exclusively for the supply of the army for a considerable time to come, and its appearance on the open market therefore can not be expected for the present. The experiments made so far have shown, says this technical journal, cellulon to be a thoroughly equivalent substitute for cotton, hemp, jute, and linen. Wood cellulose has thus acquired a new and unexpected importance in German economic life as a textile raw material.

South African Boxwood

An article in the July number of the South Africa Journal of Industries, Pretoria, gives figures on the use of South African boxwood, which is probably the tree known to botanists as *Gonioma kamassi*, and locally as cape boxwood, knysna boxwood, and kamassihout. Following is an extract from the article:

The total quantity of boxwood exported during the financial year 1916-17 was 5,204 cubic feet, and the average net return for these shipments was approximately 41 cents per cubic foot. As opposed to this method of departmental working, 5,000 cubic feet were purchased standing at Fort Grey by a leading timber company at 36 cents per cubic foot, the net return to the Department being 35 cents per cubic foot.

The different uses to which this wood is put are as follows: Wood engraving and inlaying in cabinetmaking; manufacture of croquet mallets and other small turned articles, such as chessmen; manufacture of rules, measures, etc., including slide rules; making plumbers' tools and occasionally handles for joiners', carpenters', and wood-turners' tools; manufacture of shuttles and parts of bobbins for use in textile industry. It is also stated that small quantities have been sold to munition works, where, it is believed, the wood is used in making fuse parts.

Owing to the difficulty and uncertainty of obtaining freight and the prohibition of the importation of boxwood into the United Kingdom, the exportation of boxwood abruptly ceased and arrangements were made to dispose of the quantities on hand to local buyers, as far as possible.

Statement Regarding Mahogany Prices

The following statement comes from a leading manufacturer of mahogany lumber and veneers relative to the price situation on mahogany, and reasons for such figures:

Below are current prices on mahogany lumber, as follows, viz.:

	4"	Per M ft.
1sts & 2nds		\$300.00
No. 1 common		200.00
No. 2 common		100.00
Moulding strips, 3"-5"x6' & up		200.00
Shorts, 4" & up x 2' to 5'		160.00
No. 1 wormy		75.00
Short shorts, 2" & up x 1' to 4'		60.00

Thinner and thicker stock in customary proportions. The compelling economic factors that are present in any manufactured line, such as increased cost of labor, domestic freight rates, etc., apply with equal force to mahogany, and in addition thereto are the increased ocean rates which represent a goodly proportion of the cost of mahogany. Nevertheless the increase in mahogany prices as contrasted with pre-war prices is relatively small when compared with other manufactured articles, which in some cases amount to several hundred per cent.

Hardwood News Notes

< MISCELLANEOUS >

The Atlas Lumber & Manufacturing Company, Cincinnati, O., has changed its name to The Atlas Lumber Company. Other concerns which have altered their titles are: The Hargrove Moyer Lumber Company, Columbia, Miss., now the H. W. Hargrove Lumber Company, and at Toledo, O., the Allen A. Smith Company has succeeded the Goodsell Manufacturing Company.

The Glendale Lumber Company has been incorporated at Glendale, Ky.

The Wayne Spoke & Bending Company, Ft. Wayne, Ind., is closing out its business.

The Lynch Hardwood Lumber Company has incorporated at Indianapolis, Ind., with a \$25,000 capital stock.

The capital stock of the Landau Cabinet Company, St. Louis, Mo., has been increased from \$20,000 to \$100,000.

A voluntary petition in bankruptcy has been filed by the Lee Chair Company, Oneida, N. Y.

The Tennessee Saw Mills Company has recently commenced business at Knoxville, Tenn.

At Helena, Ark., the Helena Band Mill Company has been incorporated.

The capital stock of the Columbia Hardwood Lumber Company, city, has been increased to \$100,000.

The Belleville Coffin & Casket Company has been incorporated at Belleville, Ill.

< CHICAGO >

W. O. King & Co., city, have leased their yards and sheds to the Red River Lumber Company.

J. J. Fink has withdrawn from the Fink-Heidler Company here.

The Haskellite Manufacturing Company, manufacturer of panel stock, has removed its general office from Grand Rapids, Mich., to 133 W. Washington boulevard, Chicago.

There have been a number of important meetings in Chicago in the past two weeks which brought many prominent lumbermen to town. These are noted elsewhere in the issue. The January furniture shows also contributed their share of visitors.

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



WISCONSIN

The Northern Wood Products Company, Glidden, Wis., is rapidly completing its new factory, which will replace the plant destroyed by fire last July. The operation is expected to be resumed by February 1. The factory is considerably larger than the former plant and is of fireproof construction. The daily capacity will be in excess of 100,000 handles, besides other hardwood products.

The Phoenix Chair Company, Sheboygan, Wis., is having plans prepared by Juul & Smith, architects, for a two-story factory and warehouse addition, 65x165 feet, of brick and mill construction. Work will begin early in the spring, as soon as weather conditions permit.

August J. Stange of the A. H. Stange Company, Merrill, Wis., was re-elected president of the Central Wisconsin Loggers' Association at the annual meeting held in Wausau on January 16. Other officers are: Vice-president, E. M. Moore, Moore-Galloway Lumber Company, Fond du Lac; secretary, Guy K. Gooding, Wausau; treasurer, G. B. Heinemann, B. Heinemann Company, Wausau. Sixteen firms were represented and all reported that their camps are well supplied with labor.

The Filer & Stowell Company, Milwaukee, has been made defendant in a suit alleging infringement of patents on a sawmill hog design by the Diamond Iron Works, St. Paul, Minn. Testimony was taken before John F. Harper, sitting as special master in the federal court at Milwaukee last week. The evidence has been certified to Judge F. A. Geiger of the United States court for determination.

The S. A. Konz Company, Appleton, Wis., manufacturing cheese boxes and veneers, is having plans prepared for a \$30,000 factory on a new site in that city. Work will begin early next spring. The company is buying much new machinery and equipment. The output will be more than quadrupled when the new factory goes into operation.

R. P. Kraus, senior member of the wholesale lumber firm of Kraus & Stone, Marshfield, Wis., has purchased the interest of Mr. Stone and will continue the business under his own name in new offices in the First National Bank building. Mr. Stone has re-engaged in the same business on his own account with offices in the State Bank building at Marshfield.

The firm of Laun Bros., Elkhart Lake, Wis., for thirty-two years engaged in the lumber and furniture business, has been changed to a corporate style under the name of Laun Lumber & Furniture Company, with an authorized capital stock of \$100,000. Several of the older employees have become stockholders and will have active charge of the operation. Mr. Laun will take a vacation and then will devote most of his time to the management of other extensive interests in Elkhart Lake.

The Lloyd Manufacturing Company, Menominee, Mich., maker of furniture, reed baskets, baby cabs, etc., has completed arrangements for the erection of a large addition to its factory, to be built next spring. M. B. Lloyd is president and general manager.

The three large sawmills at Wausau, Wis., will all be in operation at maximum capacity by the end of January. The Jacobsen-Mortensen Lumber Company placed its plant in operation on January 16 and for the present will run only a day shift. The Wisconsin Box & Lumber Company resumed work during the past week with twenty-five men comprising the day shift. The B. Heinemann Lumber Company expects to start running about January 27 or 28. All of the mills have a sufficient supply of men to run day shifts at maximum capacity and later may put on night shifts.

The Highway Trailer Company, Edgerton, Wis., at its annual stockholders' meeting reported a gross business for 1918 of more than \$500,000 and unfilled orders of \$105,000 on January 1. A dividend of 7 per cent on a capital of \$179,000 was declared and ordered paid. The disbursement for wages and salaries for the year were \$49,280. Assets amount to \$222,000, including a plant addition and new equipment costing \$25,000 installed during the last six months. James W. Menhall, president, and other officers and directors were re-elected.

The John H. Kaiser Lumber Company and the New Dells Lumber Company, Eau Claire, Wis., regard the outlook for lumber manufacturers of northeastern Wisconsin as bright and encouraging. Both concerns are planning capacity output, but believe it will be necessary to do an unusual amount of summer logging unless the spring this year should extend over an unusually late period. Weather conditions and a scarcity of labor during the last two months or more are responsible for a shortage in the log supply.

The Sawyer-Goodman Company, Goodman, Wis., has installed a steam log hauler, which is making daily trips between the camps and mills and is capable of hauling from seven to eight sleigh loads at one time.

The Willow River Lumber Company, Hayward, Wis., has recently increased the number of logging camps in the vicinity of Grand View since the labor supply has become more plentiful. The input of logs is now expected to be practically normal.

The five sawmills located at Antigo, Wis., are now in full operation, and a number of them have added night shifts since resuming sawing several weeks ago. The Faust Lumber Company began work on its 1919 cut on January 10 with a full crew and 100 carloads of logs, which supply is being supplemented daily. Most of the cut will be hardwood. The

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Telephone Diversey 1824

HARDWOOD LUMBER

YARD
CHICAGO, ILL.

Direct Shipments in
CAR AND CARGO LOTS
a Specialty

MILL
HELENA, ARK.

Address Correspondence to Chicago Office

C. W. Fish Lumber Company, Birnamwood, Elcho and Antigo added a night shift on January 8, having started with a day force on December 29. The Langlade Lumber Company reopened January 9. The Crocker Chair Company and the Henshaw-Worden Company have been in operation since the early days of the New Year. All companies anticipate a busy season.

According to Fred J. Schroeder, secretary and treasurer of the John Schroeder Lumber Company, Milwaukee and Ashland, Wis., the recent influenza epidemic seriously affected logging operations of this and other companies in the North. The epidemic has now run its course and operators are experiencing little or no difficulty. Late last fall, however, the situation was extremely serious, and in several camps it was necessary to establish hospitals with regular staffs of physicians and nurses. The men were given the best of care and in this manner the spread of the disease was checked and finally overcome. While the epidemic raged the amount of logging work actually done was almost insignificant in some of the camps.

Powell & Mitchell, Escanaba, Mich., whose broom handle plant at Sidnaw was destroyed by fire some time ago, have completed a new factory at Ewen and are now turning out from 18,000 to 20,000 pieces a day. The mill is cutting about 12,000 feet a day for raw material. Thirty-five operatives are employed. Additional machinery will be installed to work up cull stuff and waste into small hardwood products.

A. H. Stange, widely known lumberman of Merrill, Wis., has presented the First Presbyterian church of that city a new church, parsonage and pipe organ. The donation includes a site and the entire investment will amount to about \$30,000.

William D. Harrigan, formerly a prominent lumberman of Rhinelander, Wis., but in more recent years a large timber and mill operator in Alabama, died at Mobile on January 16, aged sixty-two years. He was born in Brown county, Wis., in 1857 and in 1882 engaged in business at Rhinelander. He moved to Fulton, Ala., in 1907, and became one of the most extensive lumber operators of the district. He also had extensive interests in the West. For the past year he suffered from heart trouble, which caused his death. Mrs. Harrigan and three children survive.

◀ BUFFALO ▶

One of the events of the month of January is always the Chamber of Commerce election. That body has 4,200 members and it is no easy matter to get on the board, even after once nominated. The election of January 15 was quite as spirited as any previous one, some members calling it the best of the series. The lumbermen were represented on the ticket by

James B. Wall, and the way they rallied showed once more how they can work together. Mr. Wall was elected, standing third in number of votes received. A device, suggested by Charles N. Perrin, was a square of resawed basswood lumber, which was worn a la sandwich man, on a ribbon about the neck. It assisted much in the canvass. It read in big stencil, "Put Wall on the Board." They did it.

The bondholders of the Steuben Lumber & Furniture Company of Hornell, which went bankrupt sometime ago, have arranged for a payment of eighteen cents on the dollar. This is expected to be all they will receive. The business was sold to the Oriental Furniture Company. About \$33,000 worth of bonds are unsatisfied.

President Horace F. Taylor of the Buffalo Lumber Exchange and of various other lumber bodies has spent most of his time lately attending meetings of committees of these bodies in Chicago and New York, and now he goes on jury duty for two weeks. He was lately south and finds everybody sure that business will boom lumber before long, though it may be some months hence.

The twenty-fifth anniversary convention of the New York Retail Lumber Dealers' Association, held in Buffalo on January 21-23, brought out a large number of people, who assisted in various ways to make it the usual success. The local dealers worked hard to assist in making it pleasant for the visitors, with apparent entire success. The "Prosperity Smoker" of the first evening was given by the Niagara Frontier members of the trade. The big banquet of the second evening was, as usual, a leading feature, and after the sessions of the third day were concluded the convention took a trip in a body to the mills of the Beaver Board Companies of Thorold, on the Welland canal of Canada, which is connected with Buffalo by trolley. With such men on the program as C. C. Beahan, national councillor of the U. S. Chamber of Commerce; Sidney Linnekin, specialist of building material, Wellsley Hills, Mass.; Spencer Kellogg, first president, Utica; Gen. L. C. Boyle, counsel, Washington, D. C.; S. T. Russell, Ilion; J. S. Williams, West Coast Lumbermen's Association, Seattle, Wash.; Charles A. Mason, Plattsburg, and many others, there was surely a wealth of material for a convention. The address of welcome was given by Arthur W. Kreinheder, city councilman and a lifelong lumberman. It was followed by the address of the president, C. C. Harper.

◀ PITTSBURGH ▶

George N. Glass, president of the Keystone Lumber Company, represented the Pittsburgh Wholesale Lumber Dealers' Association and also the Pittsburgh Lumbermen's Club in the campaign for the Armenian-Syrian relief fund.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

OUR Wide Shipping Facilities Are of Great Benefit

The manufacture and shipment of lumber are subject to many retarding influences. Frequently, though, trouble in one region will not affect another. Therefore, in building our organization we were mindful of the question of 100% service to our customers and carefully selected our manufacturing points so that if there were disturbances at one mill we would be free to handle your orders from others.

Our five mills, situated in three principal producing states in the South, are your guarantee of prompt, orderly handling of your business, and their location in the heart of the choicest timber regions is your insurance of its quality as our unvarying policy is shipments with absolutely no deviation from straight National grades.

Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

MANUFACTURERS AND WHOLESALE
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

The Universal Lumber Company is getting some good contracts this winter for industrial building. Its connections make it one of the hard competitors to beat in this line and its officials look for a very good spring business.

Pittsburgh wholesalers are much pleased to learn that the window glass plants will be run on a two-period operation this year. Wage matters have been adjusted and the chances are that a large amount of chestnut and other hardwoods will be sold to the glass concerns soon.

A new concern in Pittsburgh is the George Dubarry Lumber Company, which has been organized with the following incorporators: Elma E. Murphy, Bert L. Murphy and Hugh Murphy, to do a general wholesale business in this city.

West Penn Lumber Company, according to Manager E. H. Stoner, finds business in hardwoods pretty quiet this month. The manufacturing and industrial trade is not getting into the market so fast as usual, but is expected to produce a large amount of business in the early spring.

The Ricks-McCreight Lumber Company has added to its force of salesmen W. C. Brown, who has been for several years past with the Monongahela Lumber Company of this city. He will work the city trade for this company.

The Kendall Lumber Company reports general business very quiet this month. Even the mining trade is not producing as many inquiries and orders as usual, although this is showing more activity than most other industrial lines.

The Acorn Lumber Company is looking for quite an uplift in hardwood trade, but reports that it is very hard to make a guess as to just when this will start. The tendency of everything now is to hold purchases down tight until prices readjust themselves more to the liking of the buyer.

President J. N. Woollett of the Aberdeen Lumber Company is confident that there will be a good market this year for gum and cottonwood. In fact, he looks for much more business along this line than last year, as so many manufacturers are low on stocks.

Mayor E. V. Babcock, Babcock Lumber Company, was in Harrisburg recently, acting as chief marshal in the big parade at the inauguration of Senator William C. Sproul as governor of Pennsylvania.

BOSTON

The Young Lumber Company of Boston has been incorporated under the style of the Young Lumber Corporation, L. M. Young, president and treasurer, the other incorporators being M. E. Young and C. R. McIntosh; capital, \$25,000.

A recent fire at Worcester, Mass., destroyed nearly all of the property of the P. W. Wood Lumber Company. The fire occurred at a location adjoining that of the Sawyer Lumber Company and like the two large fires in the latter yard the circumstances point to incendiarism.

Wm. A. Gregg of Gregg & Son, Nashua, N. H., was recently killed in an automobile accident while returning with the firm's payroll funds. In addition to serious injury, he was caught in the wreck of the car and his charred body was found after an ensuing fire.

In the great Massachusetts chair-town of Gardner, several factories have found it necessary to discharge a considerable portion of the help on account of the small volume of business available.

BALTIMORE

The only change which was made in the lumber trade here with the beginning of the year, as far as is known, is the disappearance of the name of Amos Bright & Co., wholesale dealers in and exporters of hardwoods, oak staves, walnut logs and other forest products, and the succession to the business of Thos. F. Christopher & Co. The change is one in name merely, Mr. Christopher having controlled the old firm, as he does the new one. He was for years with Amos Bright & Co., and when Mr. Bright, who is from West Virginia, desired to curtail his activities and concentrate his interests, Mr. Christopher acquired his share.

A new bidder for exports is to enter this field in the near future and make Baltimore the center of its activities as far as foreign trade is concerned. The newcomer is the W. M. Ritter Lumber Company of Columbus, O., which has just closed a lease with the city for some property at Key Highway and Hughes street in South Baltimore, and intends to establish a yard there. The company, it is said, has been looking for a site in the East on which to locate a depot, and finally decided that Baltimore offered greater advantages than other cities on the Atlantic seaboard. Shipments are to be made from here to other American ports, the local yard becoming in reality a distributing center for the company's products in the East as well as abroad. The lot has connection with all of the railroads and affords facilities for direct shipment by water.

The managing committee of the Baltimore Lumber Exchange, at its first monthly meeting held this year on the afternoon of January 6, reelected L. H. Gwaltney secretary and J. H. Manken assistant secretary. Both have held these positions for some years. The committee also discussed various matters of general interest to the lumber trade, but took no formal action.

Among the visiting lumbermen here ten days ago were J. Crosby Fort

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Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

**Prompt Shipment, and
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VESTAL LUMBER & MFG. COMPANY

INCORPORATED

POPLAR

100,000 4/4" Com.	20,000 3" 2 Com.
150,000 6/4" Com.	200,000 4/4" 2 Com.
25,000 3" Com.	100,000 6/4" 2 Com.

OAK

10,000 3" 1&2 Plain Red
50,000 2" Com. Plain Red
50,000 6/4" 1&2 Plain White & Red
50,000 4/4" 1&2 Plain White
35,000 4/4" 1x2 Quartered White Oak
75,000 4/4" 2C Plain Red & White

ALL BAND—GOOD WIDTHS—DRY

KNOXVILLE, TENNESSEE

BAND MILLS AT

VESTAL A SUBURB OF
KNOXVILLE

FONDE, KY.

of Witham, Richards & Co. of Liverpool and M. J. Sapperton of the Liverpool Hardwood Company. Both called on Harvey M. Dickson, secretary of the National Lumber Exporters' Association. While they did not speak of the special reason for coming to the United States at this time, it is surmised that they desired to see about space on steamers for the shipment of lumber.

Information has been received of the death in that city of Mrs. Florence Bryan Simmons of Hagerstown, mother of Roger E. Simmons, one of the five special commissioners who were sent abroad about two years ago by the United States government to study lumber trade conditions and get information as to the opportunities for an expansion of the markets for American woods.

COLUMBUS

The Baltic Bending Company of Baltic, Ohio, has been chartered with a capital of \$15,000 to deal in lumber and do woodwork manufacturing. The incorporators are C. Aukerman, J. G. Crill, G. I. Schumaker, A. W. Stantz and Charles B. Klein.

M. M. Farber of Ft. Wayne, Ind., who has been with the Dayton branch of the Curtis Sash & Door Company, has accepted a position with Charles T. Ables & Co., Little Rock.

The Prospect Lumber Company of Prospect, Ohio, has been incorporated with a capital of \$15,000 by Peter Kuntz, Martin Kuntz, J. A. Payne, G. F. Hill and H. C. Diefenbach.

D. J. Peterson of the D. J. Peterson Lumber Company, Toledo, accompanied by his wife, has left for a long trip in California.

The capital of the Winn Cypress Company of Dayton has been increased from \$10,000 to \$20,000.

The East Ohio Lumber Company of Warren has been chartered with a capital of \$100,000 by J. W. Walsh, W. R. Miller, R. M. Smith, C. C. McConnell and Sol Lowendorf.

The Haines-Walker Lumber Company of Warren has been incorporated with a capital of \$50,000 by John F. Haines, Henry G. Welker, C. C. Clawson, William J. Hyde and George Hunting.

R. W. Horton of the W. M. Ritter Lumber Company reports a better feeling in hardwood circles. Inquiries both from retailers and manufacturing plants are more numerous. Prices are well maintained in every locality and he expects a better trade when the spring building season opens.

EVANSVILLE

John C. Keller, traffic manager of the Evansville Lumbermen's Club, has been notified that the freight rates on shingles from the north Pacific coast to points in the East have been increased eighty cents on the hundred and rates on lumber have increased seventy cents on the hundred.

J. C. Greer of the J. C. Greer Lumber Co. has returned from a trip through the South and reports that he found business conditions coming along all right. Mr. Greer sees nothing of a discouraging nature in the lumber situation at the present time, he says. He does not look for any lowering of lumber prices during the present year.

Daniel Wertz of Maley & Wertz reports that the business of his company during the past year ran over the million dollar mark and he looks for the company to do as well, if not better, during the present year. Mr. Wertz is of the opinion that the export lumber business will begin to look up soon. In fact, he has received numerous inquiries from foreign buyers since the ending of the European war. "We expect to see foreign buyers put in their appearance in this city before very long," said Mr. Wertz.

William H. McCurdy, head of the Hercules Buggy Company, has been re-elected president of the Morris Plan Bank of this city. Daniel Wertz of Maley & Wertz has been re-elected vice-president and Edward Wemyss of the Wemyss Furniture Company has been re-elected treasurer of the institution.

John C. Keller, traffic manager of the Evansville Lumbermen's Club, has been notified that there is no longer any discrimination in freight shipments from and to Evansville. Beds, dressers, chairs and other commodities are now on an equal footing with searchlights, steam shovels, gasoline engines and plows. A shipment of furniture from this city now gets to Chicago as quickly as a carload of coal. Another order from the war trade board permits the shipment of all kinds of commodities to Holland, provided they are consigned care of the Netherlands Overseas Trust and are sent on Dutch vessels. The Netherlands Overseas Trust is a semi-official organization, which handles virtually all importations into Holland, guaranteeing payment and distribution.

H. H. Schu, president of the United States Furniture Company and secretary and treasurer of the Crescent Furniture Company, both of this city, is expecting a big increase in the foreign business of Evansville manufacturers during the next year. He says that in the past local manufacturers have not gone after this foreign business to any great extent, but now that the war is over and new conditions have arisen he believes the manufacturers will be more anxious to expand their markets.

F. Webster McClure, aged twenty-seven years, manager of the branch of the Simpson Lumber Company at Vincennes, Ind., died of pneumonia at his home in that city a few days ago after a short illness. He was one of the best known lumbermen in that section of the state and widely popular.

The Evansville Manufacturers' Association has elected A. V. Burch of

the Blount Plow Company president for the ensuing year. Among the directors chosen are B. F. VonBehren of the VonBehren Manufacturing Company, Daniel Wertz of Maley & Wertz, Edward W. Ploeger of the Globe-Bosse-World Furniture Company and H. C. Kleyneyer of the Standard Brick Manufacturing Company. John H. Rohsenberger of the Buehner Chair Company and field secretary of the National Rivers and Harbors Congress was elected as the vice-president for the association in the Chamber of Commerce.

MEMPHIS

Endorsement by unanimous vote of the work of the farm development bureau of the Chamber of Commerce and appropriation of \$500 for Armenian relief were the outstanding features of the regular semi-monthly meeting of the Lumbermen's Club of Memphis this afternoon. H. J. M. Jorgensen presided and the usual luncheon was served. The attendance was full.

C. J. Haase, chairman of the farm development bureau of the Chamber of Commerce, addressed the club, with particular reference to the bearing of the activities of this organization on the growth of Memphis as an industrial center. The burden of his statement was that Memphis would grow industrially and commercially in proportion to the development of the agricultural resources of the territory tributary to this city and that lumbermen who were operating saw mills in Memphis would be able to sell their hardwood output for nearer full value to industries in Memphis than to those in other centers. He further declared that lands owned by lumbermen would appreciate in value as the advancement of scientific farming, under the leadership of the bureau, proceeded, and that they would be the direct beneficiaries of this increase. Col. S. B. Anderson, Walker L. Wellford, J. H. Hines and A. C. Lange spoke in support of the work of the bureau and on motion the activities of this organization were unanimously indorsed and a committee of five was appointed to help raise funds to carry on its work. The bureau has already secured \$84,000 of the \$90,000 required, leaving only \$6000 to be secured. The committee is composed of S. B. Anderson, chairman; J. H. Hines, J. W. McClure, R. H. Darnell and W. L. Crenshaw.

The house committee reported that it had employed Miss Corrington as assistant secretary of the club for another year, and that it had reinstated its employment bureau, which merged its activities last September with the employment service maintained by the government.

F. T. Dooley, chairman of the entertainment committee, announced that there would be a dance, under the auspices of the Lumbermen's Club, at the Colonial Country Club the evening of January 31, and that this would be preliminary to another big social function that would be given by this organization February 22. The club practically suspended its social activities during the war, but the plans of the entertainment committee are such as to indicate that these will be resumed on a big, if not an unprecedented, scale.

Two new members were elected, L. K. Salsbury, head of the Mississippi Delta Planting Company, which has a big hardwood mill at Scott, Miss., and J. F. Mingea, Tustin Hardwood Lumber Company, Memphis. This brings the membership to 208. Two new applications were reported by the membership committee.

LOUISVILLE

At a meeting of the Louisville Hardwood Club held on Tuesday, January 21, several members reported receipts of very good orders, principally in oak and poplar, and the general trade reports a far better demand and a better outlook than has been experienced since the armistice was signed. All members had secured enough business during the week to make them optimistic and cheerful. An interesting feature of the present demand is in that it is all for immediate shipment, and the trade is enabled to take care of immediate shipment due to not being tied up on contracts, and due to good traffic conditions. No contract business is being booked at the present time.

The Louisville Hardwood Club at a meeting held the previous week went on record as being opposed to government control of railroads, and adopted resolutions similar to those adopted by the Southern Hardwood Traffic Association, calling on congress to return the roads to private owners at the earliest possible moment.

It is reported that high water in the South is interfering somewhat with production, due to inability to get logs out. However, there has been very little snow or ice south of the Mason and Dixon line this year, and streams are generally open.

The Wood Mosaic Company at New Albany has a very fair log stock on hand, and is getting logs in nicely at the present time. The company is working up a considerable amount of stuff into flooring, figuring upon an excellent demand a little later on.

The Kentucky Retail Lumber Dealers' Association is scheduled to meet in Louisville on February 11 and 12. Headquarters will be at the Seelbach hotel. About one hundred or more lumbermen will be present at this meeting, as a number of important matters relative to spring business are to be taken up.

It is reported that retail lumber dealers out through the state have been buying very well during the past ten days for immediate delivery to take care of spring business. It is believed that there will be a considerable volume of small building undertaken in the spring, as high paid

LONG-BELL LUMBER BRANDED

The Long-Bell Lumber Company, the largest manufacturer of Southern Pine in the United States, announces that hereafter all its lumber and timbers will be branded. All lumber will carry the trade-mark, which is mechanically stamped on one end of each piece, and timbers will have the same mark stenciled upon them. That trade-mark—

Long-Bell

is "The Mark on Quality Lumber."

Long-Bell lumber products have long held a well merited reputation for uniform high quality. Since they are now trade-marked, the retail lumber dealer who sells these products will get the full benefit of their good reputation.

*For bigger, better
business, place your
orders for Long-Bell
branded lumber.*

THE LONG-BELL LUMBER CO.

R. A. Long Bldg. Kansas City, Mo.

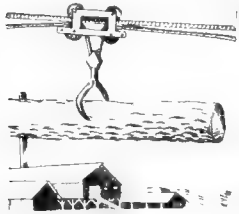
*Manufacturer of Southern Pine, hardwood, oak flooring, and
creosoted posts, poles and wood blocks.*

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

LIGNUM VITAE	BOXWOOD
WE HANDLE ALL TROPICAL HARDWOODS	ROSEWOOD
EBONY	COCO BOLO
29 Broadway	New York City

C. H. PEARSON

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE and RED OAK and YELLOW POPLAR
 We make a specialty of Oak and Hickory Imple-
 ment, Wagon and Vehicle Stock in the rough
Your Inquiries Solicited
ARLINGTON LUMBER CO., Arlington, Kentucky



Godfrey Log Conveyors

For the Mill Yard,
 Handle Your Logs Mechanically
PRACTICAL, DURABLE, ECONOMICAL
Write for detailed information

John F. Godfrey, Dept. 4, Elkhart, Ind.

skilled workmen have been making good money, and are expected to build regardless of possible lower prices.

The Louisville Point Lumber Company was recently down for a few days as a result of high water in the Ohio River getting into the boiler room, but the river went down without doing any damage in the valley, due to a cold spell, which held the rise in check.

Box factories have been handling an excellent run of business during the past few weeks in connection with the heavy bottling by distillers, who are moving stock out of bond rapidly so that the country can get fairly well stocked up before prohibition becomes effective next July.

BEAUMONT

The Beaumont Lumber Company held its annual stockholders' meeting on January 15, with the following results: Ben S. Woodhead, president; W. A. Priddie, active vice-president; Geo. D. Anderson, secretary; Harry C. Weiss, treasurer, together with P. A. Heisig, M. L. Womack, Jr., T. S. Reed, Sr., M. Geniterman and Ed. Paggi forming the board of directors. The regular semi-annual dividend of six per cent was declared.

The city of Beaumont is making preparations to plank sufficient water front to accommodate an additional one million feet of lumber for export purposes. The appropriation of \$50,000 by the government to cut away part of harbor island will give vessels loading lumber greater leeway in turning and loading.

The Hardwood Market

CHICAGO

While the Chicago market is still slow there seems to be an increasing number of converts among the buyers with the idea that it is not reasonable to expect a break in hardwood prices. The general tendency is still in that direction, but the impossibility of the market going off becomes more impressive with each gathering of lumbermen who are in position to compare lack of stock statistics and manufacturing cost.

There have been quite a few sizable orders placed lately and local hardwood men are for the most part sitting tight and refraining from turning over any large accumulation at reduced figures.

BUFFALO

The members of the hardwood trade do not see much in sight yet that looks like improvement. Some of them think there is a slight stir, but others deny that there is anything yet but the regular midwinter slackness. They are not disturbed, though, for they seldom sell much in either December or January. For all that some of them find their books showing a better movement than took place a year ago. Inventories indicate a good assortment of everything, but the really encouraging thing just now is that so many of the yards are already laying in new stock. In fact about all of them have begun to receive cars that will go into the spring supply and the plan is to get as much as can well be carried, for if the trade does not set in strong soon it is sure to do so after a little.

The fact is that nobody is at present able to say just what the business of the country is going to do this year. The belief is general that more building will be done, outside of army camps, than was done last year, for the country needs it more and more every year and there is money to pay for it. Complaint is made that wages and material are too high for much speculative building, but there is so much to be done outside of that class that the trade ought to be busy if the capitalist is not very active. Every city is short of houses and the workmen can pay the rents required.

Dealers who have been taking the remnants of Pacific-coast lumber that were not used up by the aviation factories are pleased to find that they can sell it to manufacturers. The prices are not very high and there is a special inducement to take such lumber and adapt it to the needs of the country as they appear. This lumber is not going to last long and it is of special quality. It will help get the consumer into line for more when it is gone.

As to the grade and sort of stock that is to go into stock now dealers pretty nearly agree that it will be of everything that goes to make up an assortment. The low grades are wanted for boxes and crating, for those industries are active and the high grades of oak are wanted for special purposes. The manufacturers are not well supplied and if they are to do any business this year they must have lumber and they mean to do business.

Buffalo did a fair amount of building last year, the aggregate being \$7,014,000, as against \$10,501,000 in 1917 and \$13,127,000 in 1916. This is a falling off, but it is as good a showing as could have been expected. This year there is to be the inspiration of the \$8,000,000 in new school building that has just been adopted by the city council.

PITTSBURGH

Hardwood men are taking life easy nowadays. Very little is doing this month. They expect, however, that business will open up in the near future because unless a big crash comes in the industrial situation, there

Wistar, Underhill & Nixon
 PHILADELPHIA, PENNSYLVANIA
Manufacturers of CYPRESS and GUM

Plain & Qtd. Red & White
OAK
 AND OTHER
 HARDWOODS

Even Color *Soft Texture*

MADE (MR) RIGHT
OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY
& ROBINSON CO.
 (INCORPORATED)
 CINCINNATI, OHIO

All Three of Us Will Be Benefited if You Mention **HARDWOOD RECORD**

will be a lot of building and construction projects put out for bids within the next few weeks. At present, most buyers of hardwood seem to be loaded up, and yards especially are not in need of lumber and feel that it is best for them to hold off until the trend of prices is more surely fixed. Most hardwood wholesalers are staying close to their offices and only a few road men are out this month. The manufacturing trade in some lines, such as automobiles and furniture, will take considerable lumber in the early spring, it is expected. Prices on all hardwoods are very high at present. The demand for oak continues much the best feature of the hardwood situation.

◀ BOSTON ▶

The hardwood situation in New England is marked by a slight increase in inquiry, judged by many of the trade as a "feeling out" by the buyers; the numbers of orders actually placed is still very small. While most of the mills and dealers are holding strong on whatever stock they have at their disposal, there are a few instances and many reports of moderate concessions from the prices at the closing of the war. Weak purchasing would naturally account for this action, but there are so many well-known factors of cost and restricted production that most of the dealers claim to see no basis for general reduction in prices.

◀ BALTIMORE ▶

The hardwood situation here remains rather quiet, the effect of the end of the year inactivity being still upon the trade and there having been no opportunity as yet to get down to a vigorous pursuit of business. Many of the members are still engaged with the details connected with the closing of the year's activities and the opening of new accounts, with inventories and the like, and the soliciting of orders has been in a measure neglected, though, of course, all inquiries that came in received prompt attention. It is altogether possible and even probable that the difference of opinion in the trade as to the developments of the relatively near future serves to defer calls for lumber, some of the hardwood men, chiefly buyers, taking the view that the quotations will ease off or even undergo a very decided drop before long, while others are just as sanguine, if not more so, that the prevailing range of prices will be maintained. They base such expectations upon the fact that so far nothing has occurred to cut down to any marked extent the cost of production, and before this is done, the producers will be unable to make material concessions, except at losses. Moreover, the last week has brought a considerable revival in interest, and a very gratifying number of orders have been taken, which naturally encourages the sellers to hold out for the list as it has existed for some time. These new orders are accepted as an indication that the stocks in the hands of the users are short, and the same thing can be said for the mills, few of which have assortments that exceed very moderate proportions. Lumber in all grades is to be had, to be sure, but in no grades are the holdings large; so that very little would be required to exhaust them. The production has been held down a long time for one reason or another, chief of them having been the scarcity of labor; and there has not yet been time to recruit working forces and effect satisfactorily efficient organizations. At least until this is done, a decided increase in the output is not to be looked for; so that an absence of real pressure upon the market for months is assured. Thus far the winter has been extremely mild, and if the law of averages holds good in point of weather, the hardwood mills face much cold and snow, with consequent checks upon the production and the movement. All of these considerations should have their weight in determining values, it is urged. As far as the foreign trade is concerned, a beginning in the expected revival is yet to be made, and the supposed heavy requirements needed for reconstruction purposes abroad are still to assert themselves. The bars against imports into the United Kingdom and other countries remain down and when they will be raised no one can tell.

◀ COLUMBUS ▶

The hardwood trade in central Ohio territory continues firm in every particular. Buying on the part of retailers is better and factory demand is also holding up well. The tone of the market shows considerable improvement since the holiday period when inventories were made. These inventories showed that dealers' stocks are not large and that they will be compelled to increase them in order to take care of the expected spring trade.

Indications point to a rather active building season when the weather opens. Architects and contractors are busy figuring on plans and specifications for business blocks and dwellings. Retail stocks are not large and there is a tendency to increase them. Rural dealers are probably the best customers at this time. Manufacturing plants are buying better as their reserve stock of hardwoods is not large. Orders are coming mostly from plants making agricultural implements and vehicles. Buying on the part of furniture dealers is expected in the near future.

The price list is well maintained all along the line. Few reports of cutting in order to force trade are heard. Dealers realize that lower prices will not stimulate buying to any extent, and the tendency is to maintain present levels. Shipments are coming out well, as there is no congestion or car shortage reported. The tendency is to increase orders and take a chance.

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

PALMER & PARKER COMPANY

TEAK MAHOGANY EBONY
ENGLISH OAK VENEERS DOMESTIC
CIRCASSIAN WALNUT HARDWOODS

103 Medford Street, Charlestown Dist.
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1860-70

And Its Relation to
the PEACE PERIOD

Write for particulars

BROOKMIRE ECONOMIC SERVICE

56 PINE STREET, NEW YORK

SHOOT IT AT US

Your Inquiry for

4/4 to 8/4 Plain Red and White Oak.

4/4 to 12/4 Cypress.

4/4 and 5/4 Gum.

4/4 to 12/4 Ash.

6/4 to 10/4 Hickory.

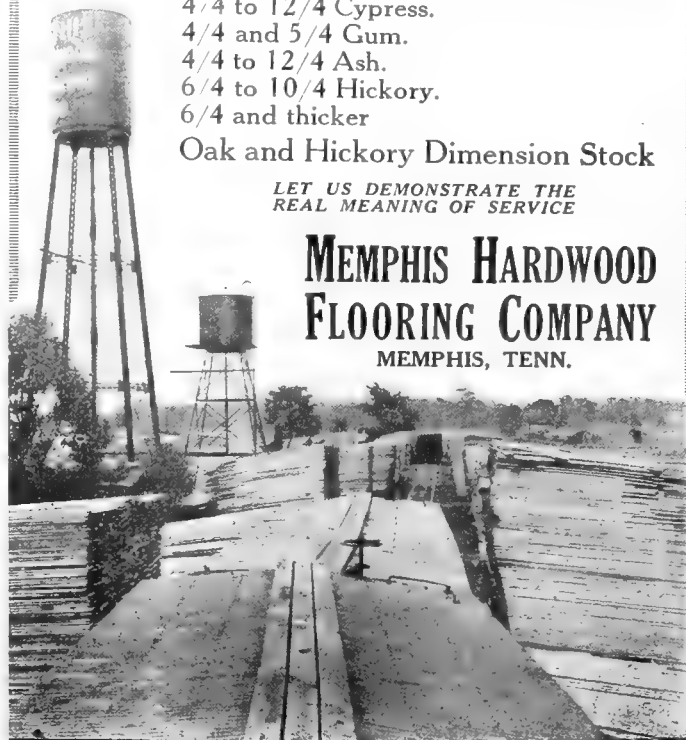
6/4 and thicker

Oak and Hickory Dimension Stock

LET US DEMONSTRATE THE
REAL MEANING OF SERVICE

MEMPHIS HARDWOOD
FLOORING COMPANY

MEMPHIS, TENN.



All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

Jackson & Tindle

ELM and BIRCH

4/4 to 12/4 All Grades
Well assorted stock

4/4, 5/4, 6/4, & 8/4 No. 3
Hardwood

Mills at PELLSTON, MICH.
MUNISING, MICH.
JACKSONBORO, ONT.

Main Office
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Send your inquiries to

SALES OFFICE: 303-304 Murray Building
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Here's Something Unusually Good

MAPLE

12/4" 2 & Better..... 24,000 feet
10/4" 2 & Better..... 150,000 feet

ELM

6/4" 3 & Better..... 30,000 feet
8/4" 3 & Better..... 40,000 feet
12/4" 3 & Better..... 25,000 feet

BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company
GRAYLING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

Quartered and plain oak are both firm. Chestnut is also in good demand and the same is true of poplar. Other hardwoods are unchanged.

< EVANSVILLE >

Trade with the hardwood lumber manufacturers of Evansville and southwestern Indiana has been rather slow during the past few weeks. In fact trade has been in a chaotic state since the signing of the armistice, and manufacturers are gradually feeling their way and hoping for things to get better. Considerable optimism pervades the trade. As one large manufacturer stated the other day, all that the manufacturers have to do is "to sit steady in the boat, not attempt to rock it, and have a little patience." The furniture manufacturers of Evansville are doing but little buying at the present time, although many of them report their lumber stocks quite low. These furniture manufacturers, as well as other large buyers of lumber, seem to be imbued with the idea that by waiting they will be able to beat down prices, but in this the lumbermen say they will be mistaken, for in their opinion lumber prices are going to remain firm all of this year and perhaps for several years to come. The demand for quartered white oak, quartered red oak and plain white oak was never better, and there seems to be a scarcity of these grades and the manufacturers express the belief that these grades will soar in price before the end of the year. Gum has been picking up for the past several weeks after being in little demand for many months. Manufacturers say there is nothing discouraging in the trade outlook and they believe their volume of trade this year will be as large if not larger than last year. They say that as soon as the men who are in the market for lumber and who have been holding off in the belief that prices are going to drop, find out that they can not get lumber at any lower figure they will start buying. In the opinion of some of the yellow pine dealers and planing mill owners there will not be much doing in their line until the Fifth Liberty Loan campaign in April is over. In the opinion of some of the building material men there will be no great boom in building this year, but there will be quite a number of residences constructed during the year. The building material men say that many people who want to build are holding off because of the prevailing prices on lumber and other materials. Sash and door men are looking for a reasonably good season. Veneer manufacturers report a steady business with every indication that it will continue brisk all year.

< MEMPHIS >

Consumers and distributors of hardwoods are facing rather serious conditions so far as the southern hardwood field is concerned, as is evidenced by the following facts gathered through conference with a number of hardwood lumber manufacturers here:

First: Demand is beginning to increase and some pretty sizable orders are already reaching this market. Within the past few days one firm has booked an order for 1,000,000 feet of plain oak from furniture interests and others have received orders in striking contrast, so far as their size is concerned, with those reaching Memphis lumber manufacturers during the past several months.

Second: There are so many inquiries in circulation that they have led to the belief that consuming and distributing interests are on the eve of entering the market in a large way. It is suggested that these inquiries may not immediately develop into actual orders, but it is regarded as certain that their presence indicates a large demand looming up not very far ahead. These inquiries are coming from both domestic and foreign sources, and they have created a spirit of optimism among lumber interests that has been lacking for some time.

Third: Stocks of southern hardwoods on January 1 were admittedly only ninety per cent of the average for this date, despite the fact that there was some increase therein during the last two or three months of 1917.

Fourth: Production is on a very limited scale for the reason that there are so few logs available for the mills. Far more than 50 per cent of the large mills in Memphis are closed down now and it is questionable when they will be able to resume. Some of them may be able to pick up enough timber to enable them to resume sooner than others, but it is pointed out that because of the log scarcity and because of the impossibility of getting out logs for the next few weeks, it will be around the first of April before these plants will be turning out anything like normal quantities of lumber. The quantity of logs in sight is less than twenty per cent of what it was last year at this time, and the rate at which logs are coming out now is almost nothing as compared with 5,000,000 feet monthly a year ago. The woods are too wet for successful logging just now.

Fifth: It will take anywhere from two to six months to air-dry this lumber after it has been produced. This means that the below-normal stocks with which the year opened must last until well into summer before they are substantially replenished.

Sixth: Prices are already showing some tendency toward advance, and this tendency is expected to become more pronounced as the year proceeds. There has been virtually no decrease in the cost of hardwood lumber production, and it is the consensus of opinion among hardwood interests here that any man who sells lumber below ruling prices in the expectation of being able to replace it at a profit is going to reckon without his host and is going to lose a "pretty penny." Indeed, it is quite generally agreed that the smallness of production and the lightness of stocks, combined with

the large demand which must be taken care of mainly through the stocks now on hand, will eventuate in materially higher prices before the year becomes much older.

The foregoing applies altogether to the domestic situation. But there is an increasing demand from Europe, and one of the big manufacturers said in regard to this:

"I do not take much stock in the talk of a big demand from Europe for the purpose of rehabilitating the devastated portions of France and Belgium. But I do attach vast importance to the talk of importing large quantities of hardwood lumber from America on the part of England, Belgium and France for the purpose of rehabilitating the industries which were put out of commission to a very large extent through the war. The British government is maintaining timber control at the present time, but I do not anticipate that this will last very long, for the reason that the controller cannot handle the problem of securing the special kinds of stock which these industries need. I have seen a furniture factory tied up because it did not have the special kind of timber required for table legs. I have seen a wagon factory stopped because it could not ship wagons that were complete in every other respect except the poles which had to be made out of a special kind of timber. Some of the big industries in England require as much as 25,000,000 feet of hardwood lumber in different stages of drying or manufacture and the government cannot look after all this. These industries are too important a part of the industrial and commercial life of England, Belgium and France to be allowed to stop or remain closed down because of lack of raw materials. I look for a big foreign demand for hardwood lumber from America, and I believe that this, coming on top of the indicated big requirements in America, will materially strengthen the market and play a big part in bringing about higher prices."

◀ LOUISVILLE ▶

There has been a general improvement in the hardwood market during the past ten days with inquiries coming in extremely well, and a very fair volume of new business being placed on immediate shipment business. The inquiries from the furniture trade are especially heavy, while all lines are showing some improvement, and local demand is better than it has been for any period in the past six months. Some very good orders have been reported by leading local houses during the past few days, one house having received a contract for immediate shipment of one million feet of 4/4 common plain oak, another for 100,000 feet of 6/4 common and cull poplar, and a third for 100,000 feet of thick poplar, consisting of 2 1/2-inch and up, the latter for export. Export business is not picking up rapidly, due to prohibitive ocean rates and shortage of bottoms. However, it is believed that some of the eastern jobbers are beginning to place orders in order to get stocks ready to take care of export demand. Prices as a whole are very fair, and the trade is well satisfied in this respect. Flooring is showing some little improvement, and there is a better outlook for interior trim opening again.

◀ BEAUMONT ▶

Hardwood men are more pleased over the outlook than they have been since the early fall and expect a gradual improvement in the demand as the factories turn back to peace work.

The demand for gum has already become very evident, while oak is a close second. Inquiries, however, are coming in for all kinds and grades, many of the consumers merely writing that they expect to be using the normal amount of material shortly and to send along stock sheets.

Inquiries for foreign accounts continue to come in, and the gradual release of bottoms by the government is expected to make it possible to take advantage of this demand.

Mill men are taking more consolation in the labor situation than anything else, for it indicates that they will soon be in position to take care of the business offered. The improvement is from an efficiency standpoint, and is largely due to men returning from factories and plants engaged in war work, which have closed down or diminished their activity. A little relief is being experienced from men returning from the army, the easy positions and high wages of a few weeks ago not being open to them they are asking for their old jobs back and receiving them.

◀ MILWAUKEE ▶

In the opinion of well-informed hardwood men, the coming season is bound to be an active one, and at this time the producers of the North are bending every effort to reach a maximum output, limited only by the log supply and by conditions that the future may develop in view of the fact that this is the period of reconstruction, or, rather, readjustment. There has been a hesitancy on the part of some buyers to make purchases in the usual volume, in the hope that buying may be done more advantageously later in case a declining market develops. However, it becomes more and more apparent that it is almost unreasonable to expect prices to soften materially since the cost of production at this time is the highest ever known and is above the level of the war time period. Logging costs are far beyond the highest point ever known, and manufacturing costs likewise are abnormally high because of the greatly increased cost of labor and other factors entering into the situation.

The demand for hardwoods among industries is increasing, but is not yet in full swing. This is not considered unusual or unfavorable, as the season is young. The inquiries that are being put out, however, indicate that large requirements are in prospect.

The movement of logs from the camps to mills of the North is rapidly reaching normal, and mill operations in many sections are being increased to a maximum as the result.

WHEELER-TIMLIN LUMBER COMPANY

MANUFACTURERS AND WHOLESALERS

HARDWOOD - HEMLOCK - PINE

WAUSAU, WIS.

Shawano County Hard Maple

Is Our Specialty

Complete Stock of Northern Hardwoods

SOFT ELM

2 cars 6/4" 1s-2s, 60% 14 & 16'

BASSWOOD

2 cars 5/4" No. 1 Common

WAUSAU,

WISCONSIN

GILL-ANDREWS LUMBER CO.



SERVICE

FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

Let our Engineering Department show you how to reduce the cost of your fire insurance.

Full Coverage, Correct Forms, Lowest Rates

A. J. DAVIS & CO.

Specialists in Lumber Fire Insurance

Insurance Exchange,

Chicago

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

CLASSIFIED ADVERTISEMENTS

Advertisements will be run in this section at the following rates:

For one insertion.....25¢ a line
For two insertions.....40¢ a line
For three insertions.....55¢ a line
For four insertions.....70¢ a line

Eight words of ordinary length in one line
Headings counted by words.
No matter how long the local ads can be admitted.

Remittances to accompany the order. No extra charge for copies of paper containing the advertisement.

LUMBER WANTED

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

WANTED TO BUY

Two or three million feet of Black Walnut logs and timber to manufacture gunstocks for the government.

A special price for hardwood.

J. W. FRYE LUMBER CO., Dayton, O.

WANTED FOR CASH

20 cars Red Elm T&S & No. 1 Com. We want this for green shipment during the winter.

JOHN I. SHAFER HARDWOOD CO.,
South Bend, Indiana

WANTED ALL GRADES

Chestnut lumber to sell. Address, "BOX 123," care HARDWOOD RECORD.

WOULD LIKE TO CONTRACT

For the output of a band mill cutting Poplar and Oak largely, but would buy other woods also. Would have an inspector locate at the mill and receive the lumber before being put into piles or would pay on estimate. Will pay cash. Would be glad to have full particulars of your proposition. Address, McLEAN MAHOGANY & CEDAR CO., Buffalo, N. Y.

WANTED TO BUY

No. 1 Hard Maple and Hickory Cordwood F. O. B. Chicago. COVEY-DURHAM COAL CO., 431 S. Dearborn Street, Chicago.

MEMPHIS WHOLESALE

wants to buy for cash, log run Tupelo, Cottonwood, Gum, Cypress, Oak. Will inspect at mill. Would consider financing mill cut, or contract block of lumber and pay cash, green on sticks. Address, "WHOLESALE," Box 205, Memphis, Tenn.

LUMBER FOR SALE

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw. If desired. WALTER C. MANSFIELD, Menominee, Mich.

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills and wholesalers. They make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, 809 Munsey Building, Washington, D. C.

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

WE WANT TO CONTRACT

Our output of oak veneer sawdust to be shipped in carlots at the rate of about 75 to 100 tons per month. FLOYD COUNTY VENEER MILLS, New Albany, Ind.

FOR SALE—SEVERAL CARS

4 4 and 8 4 No. 3 common & better Soft Elm. These cars will be shipped from different points in Michigan and will contain 50% 4 4 and 50% 8/4. Address, "BOX 16," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

ORDERS WANTED FROM

Manufacturers. Have two mills specializing on dimension stock of Oak and Hickory, such as Poles, Axles, Reaches and all smaller stock. Capacity 10 to 15 cars per month. Ready to contract for 1919. Begin shipments February 1. Also rim strips and billets.

RED OAK COMPANY, Vicksburg, Miss.

WE HAVE THE FOLLOWING

Clear Ash for prompt shipment:

3935 Pes. 2x2-19".

849 Pes. 2 1/2 x 2 1/2 -19".

THE PROBST LUMBER CO., Cincinnati, O.

DIMENSION STOCK WANTED

WANTED HICKORY RIM STRIPS

10 cars 1 1/4 x 1 1/2 and 1 3/4 x 1 1/2, 6 & 7 ft. long. Clear stock for bending. Prompt cash. Write for prices to J. H. WILDER, Aurora, Indiana.

WE ARE IN THE MARKET

For some dimension stock either red or white Oak, cut as follows: 5/4 x 2 x 12" long—what is commonly called "back post stock" in the chair factories.

We are also in the market for Red Gum dimension stock such as is used in a chair factory. Quote us your prices.

Can use ten carloads of the oak and from 15 to 20 cars of the gum. S. KARPEN & BROS., 636-678 W. 22nd St., Chicago, Ill.

WANTED—10 CARS HICKORY SPOKE

Billets or Hickory Squares 1 1/4 x 1 1/4 to 1 3/4 x 1 1/2, 24" long. Can use Hickory Treenails 24, 36 and 42" long; 42" to count as 2. Prompt cash. Write for prices. J. H. WILDER, Aurora, Indiana.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

TIMBER WANTED

WANTED 200,000,000 FEET

Maple, Birch, Beech, Elm on stump. Principals only. Address, "BOX 12," care HARDWOOD RECORD.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00. each, f. o. b. Redwine, Ky. **LENOX SAW MILL CO.,** Lenox, Ky.

MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

1 COMPLETE PORTABLE SAWMILL

Outfit consisting of:

1 32 h. p. compound Pt. Huron Traction Engine
1 complete sawmill: 1 edger

1 trimmer; 1 slab saw

1 COMPLETE SAWMILL OUTFIT

Consisting of:

1 Russell 30 h. p. Traction Engine

1 second-hand sawmill, complete

1 cut-off saw

1 stationary boiler, 50x14 ft.

1 Sinker-Davis 40 h. p. engine

1 Grimm 5-ton motor truck

THE ELKHART HARDWOOD LUMBER CO.,
Elkhart, Ind.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

FOR SALE

- 1 ice plow
- 100 bark plows
- 4000# R. R. track bolts
- 5 60# R. R. frogs
- 2 complete blacksmith shop outfits
- 15 lumber buggies
- 600# 3/4 & 1/2 bolts and burrs
- 200# horse shoes
- 150# horse shoe caulks
- 30# corner bind hooks
- 175# 4 1/2 x 1 rivets
- 3 anvils

At Gurney, Wis.

UPHAM & WALSH, Throop & 22nd Streets,
Chicago, Ill.

EMPLOYES WANTED

FOREMAN WANTED

To operate mill cutting oak dimension employing
about twenty men. Address,
P. S. MACE COMPANY, Terre Haute, Indiana.

WANTED—AN EXPERIENCED

Sawmill stenographer and assistant bookkeeper.
State age, experience, references and salary in
strict confidence. Do not apply unless you are
ambitious, have ability, and looking for a perma-
nent position. Mill at Lenox, Morgan County, Ky.
LENOX SAW MILL CO., Pittsburgh, Pa.

WANTED LOCOMOTIVE ENGINEER

One who understands geared engines and has
worked in mountain logging: wages 55c per
hour, steady work and overtime.
KENTUCKY LUMBER CO., Williamsburg, Ky.

EMPLOYMENT WANTED

SITUATION WANTED AS

Sales Manager, Salesman or Office Manager by
married man 33 years old; 10 years all around
experience in hardwood lumber including 4 years
at southern mills. Qualified by actual experi-
ence to fill positions mentioned. Best of refer-
ences. Address, "BOX 18," care HARDWOOD
RECORD.

MISCELLANEOUS

EDWARD F. HENSON & CO.

The firm of Edward F. Henson & Co., com-
posed of Edward F. Henson and Clayton W.
Nichols, dissolved on September 16, 1918, by
mutual agreement.

Edward F. Henson has since, and will con-
tinue, to conduct the business, trading as
Edward F. Henson & Co.

Loose Leaf Tally Books

TALLY SHEETS with WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other
Supplies Will Be Sent on Request

FRANK R. BUCK & CO.

2133 Kenilworth Ave. CHICAGO, ILL.

HARDWOODS FOR SALE

ASH

NO. 1 & NO. 2 C., 4/4", std. widths., yr. dry.
ABERDEEN LUMBER COMPANY, Pittsburgh, Pa.

NO. 1 C., white, 6/4", good widths., 50% 14-
16", 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.

NO. 1 C., white, 6/4", reg. width. & lgth., yr.
dry. BUFFALO HARDWOOD LUMBER
COMPANY, Buffalo, N. Y.

NO. 3 C. & BTR., brown, 4/4 & 5/4", reg.
width. & lgth., 9 mos. dry. EAST JORDAN
LUMBER COMPANY, East Jordan, Mich.

FAS, white, 4/4", yr. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

FAS, 3/4 & 1/2", reg. widths. & lgths., 6 mos
dry. FAS, 5/4" 10" & up, reg. lgths., 6 mos. dry.
HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 & BTR., black, 6/4 & 8/4", good widths.,
reg. lgths., dry. JONES HARDWOOD CO.,
Boston, Mass.

COM. & BTR., 4/4-8/4". KRAETZER-
CURED LUMBER CO., Memphis, Tenn.

NO. 2 & 3, 4/4", 4" & up, 10-16", 8 mos. dry.
P. J. LAWRENCE LUMBER CO., St. Louis,
Mo.

NO. 1 C., 4/4, 6/4 & 8/4". LONG-KNIGHT
LUMBER COMPANY, Indianapolis, Ind.

NO. 1 & NO. 3 C., 4/4", reg. width. & lgth., 6
mos. dry; NO. 2 C., 4/4", reg. width. & lgth., 6
to 8 mos. dry. NORTH VERNON LUMBER
COMPANY, North Vernon, Ind.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD-
JURDEN COMPANY, Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. width. & lgths.,
green to 6 mos. old. SWAIN-ROACH LUMBER
COMPANY, Seymour, Ind.

FAS & NO. 1 C., 8/4". JAMES E. STARK
& CO., Memphis, Tenn.

NO. 2 C., 4/4 & 10/4", reg. width. & lgth., 6
mos. dry. J. V. STIMPSON HARDWOOD COM-
PANY, Helena, Ark.

FAS & SEL., white, 4/4 to 16/4"; NO. 1 C. &
NO. 2 C., 4/4 to 12/4"; NO. 1 C. white, 8/4",
bone dry; FAS & SEL., white, 5/4", all 8 & 10",
bone dry; ONE FACE CLR. SHORTS 8/4",
10/4 & 12/4", 3" & up, bone dry; SD. WORMY,
5/4", bone dry. THOMPSON-KATZ LUMBER
COMPANY, Memphis, Tenn.

NO. 1 & BTR., 5/4", 6" & wdr., 8' & lgr., 18
mos. dry; NO. 2 & Btr., 8/4", reg. width &
lgth., yr. dry. WHEELER-TIMLIN LUMBER
COMPANY, Wausau, Wis.

BASSWOOD

NO. 1 C., 5/4", good widths., 50% 4-16", 2 yrs.
dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR. 4/4 & 10/4", reg. widths. &
lgths., 8 mos dry. EAST JORDAN LUMBER
COMPANY, East Jordan, Mich.

BEECH

LOG RUN, 6/4, 10/4". WELSH LUMBER
CO., Memphis, Tenn.

BIRCH

NO. 1 C. & BTR., sap, 4/4", good widths., 50%
14-16", 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.

NO. 2 C. & BTR., 5/4", reg. width. & lgth., 10
mos dry, full log run; NO. 3 C., 4/4 & 5/4", reg.
width & lgth., 10 mos dry. EAST JORDAN
LUMBER COMPANY, East Jordan, Mich.

NO. 1 C., 10/4", yr. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

FAS, 3/4 to 10/4; FAS, 10/4", 12 & wdr.;
FAS, 12/4 & 16/4"; NO. 1 C., 4/4 to 6/4"; NO.
2 C., 5/4 & 6/4". THEODORE FATHAUER
COMPANY, Chicago, Ill.

NO. 1 & BTR., unsel. red all in. 4/4 to 16/4",
reg. width. & lgth., dry. JONES HARDWOOD
COMPANY, Boston, Mass.

FAS 4/4 to 8/4"; FAS & NO. 1, sel. red,
4/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 3 CRAT-
ING, 4/4, 5/4 & 6/4. MASON-DONALDSON
LUMBER COMPANY, Rhinelander, Wis.

NO. 2 & BTR., 4/4", gd. width. & lgth., dry.
WILLSON BROTHERS LUMBER CO., Pitts-
burgh, Pa.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std.
lgth., 2 yr. dry. YEAGER LUMBER COM-
PANY, Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. width. & lgth.
10 mos. dry. HOFFMAN BROS. CO., Ft.
Wayne, Ind.

CHERRY

NO. 1 C., 4/4-8/4", reg. width. & lgth. 1-2 yrs.
dry. BLAKESLEE, PERRIN & DARLING,
Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS &
BRO., INC., Buffalo, N. Y.

FAS, 4/4", 8" & up. 8' & up. HOFFMAN
BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS, 4/4", good widths., 50% 14-16", 2 yrs.
dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 4/4", reg. width. & lgth., yr. dry. BUF-
FALO HARDWOOD LUMBER CO., Buffalo,
N. Y.

NO. 1 C. & BTR., 4/4 to 8/4", reg. width., std.
lgth., 2 yrs. dry. YEAGER LUMBER CO.,
Buffalo, N. Y.

COTTONWOOD

NO. 1 & NO. 2 C., 8/4", std. width. & lgth.,
yr. dry. ABERDEEN LUMBER CO., Pitts-
burgh, Pa.

NO. 1 & PANEL, 4/4", 18' & up. ANDER-
SON-TULLY CO., Memphis, Tenn.

NO. 1 & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to
16", 8 mos. dry. P. J. LAWRENCE LUMBER
CO., St. Louis, Mo.

FAS, 12/4". JAMES E. STARK & CO.,
Memphis, Tenn.

CYPRESS

NO. 1 SHOP, 5/4", std. width & lgth., yr. dry.
ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP
& BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4,
6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4".
ANDERSON-TULLY CO., Memphis, Tenn.

SEL., 8/4", reg. width. & lgth., yr. dry. BUF-
FALO HARDWOOD LUMBER CO., Buffalo,
N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth.,
4 mos. dry; FAS, SEL., and NO. 1 SHOP, all
4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos.
dry, straight or mixed cars. CORNELIUS
LUMBER CO., St. Louis, Mo.

SHOP & BTR., 3/4 to 8/4". KRAETZER-
CURED LUMBER CO., Memphis, Tenn.

FAS, 4/4", 6/4", 10/4 & 12/4"; SEL., 4/4, 6/4
& 10/4"; SHOP, 4/4", 6/4, 8/4 & 10/4"; COM.,
4/4, 6/4 & 8/4". NICKY BROTHERS, INC.,
Memphis, Tenn.

FAS & NO. 1 SHOP, 4/4", reg. width. & lgth.,
yr. dry; FAS, 8/4", reg. width. & lgth., yr. dry.
NORTH VERNON LUMBER CO., North Ver-
non, Ind.

All Three of Us Will Be Benefited if You Mention HARDWOOD RECORD

HARDWOODS FOR SALE

FAS. SEL. & SHOP, 4/4", reg. width. & lgth. RUSSE & BURGESS, INC., Memphis, Tenn.
NO. 1 C., 8 1/4"; SEL., NO. 1 SHOP & NO. 2 C., 4 1/4 to 8 1/4". JAMES E. STARK & CO., Memphis, Tenn.

NO. 1 & NO. 2 C., 4/4", reg. width. & lgth., 6 mos. dry, old rules. WISCONSIN LUMBER CO., Chicago, Ill.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths. std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN, 5/4, 6/4, 10/4 & 12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 to 16/4", reg. width. & lgth., 9 mos. dry; NO. 3 C., 6/4", reg. width. & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

LOG RUN, 4/4 to 12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 CRATING, 4/4 & 6/4. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 C. & BTR., 8/4 & 12/4", reg. widths. & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

LOG RUN, 16/4", reg. widths. & lgths., 5 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 2 & BTR., 8/4", reg. width. & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

ELM—ROCK

NO. 2 & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

FAS, NO. 1 C., N. 2 C., 4/4" & 5 1/4", all std. lgths., 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8 1/4": NO. 1 C. & BTR., Qtd., 6/4 & 8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4": NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 9 to 12 & 13 to 17", 12 to 16", 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C., 5/4". NICKY BROTHERS, INC., Memphis, Tenn.

GUM—PLAIN RED

FAS & NO. 1 C., 4/4 & 5 1/4", 8 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4". 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4", reg. width. & lgth., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, 4/4", 6" & up, 10 to 16", 6 mos. dry; NO. 1 & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to 16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 5/4 & 4/4, reg. width. & lgth.; NO. 1 C., 4/4, 5/4 & 6/4, reg. widths. & lgths. RUSSE & BURGESS, INC., Memphis, Tenn.

FAS & NO. 1 C., 4/4", 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. widths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4 1/4", ran. width. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 6/4": NO. 1 C., 5/4", reg. width. & lgth., 10 mos. dry. J. V. STIMSON HARDWOOD COMPANY, Helena, Ark.

GUM—TUPELO

ALL grades, 4/4, 5/4, 6/4, 4", 6" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades, 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

HACKBERRY

LOG RUN, 4/4", reg. widths. & lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

HICKORY

COM. & BTR., 6/4". LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

LOG RUN, 8/4", reg. widths. & lgths., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

MAHOGANY

FAS, NO. 1 C., SHORTS, WORMY, 1/2-16/4", pl. & fig., Mex. & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C., 10/4", good widths, 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4", reg. width. & lgth., 8 mos. dry; NO. 1 C., 10/4", reg. width. & lgth., 6 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 to 16/4", reg. widths. & lgths., 8 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 12/4", 12" & up, yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 10/4", reg. width. & lgth., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 & BTR., 5/4 & 10/4", reg. widths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4": NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 CRATING, 4/4, 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

LOG RUN, 12/4", reg. widths. & lgths., 3 to 8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

LOG RUN, 8/4". WELSH LUMBER CO., Memphis, Tenn.

ALL grades, 4/4 to 8/4", gd. widths. & lgths., dry. WILLSON BROTHERS LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4 to 16/4", reg. width. & lgth., yr. to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 to 8/4", 4" & up, 10 to 16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4"; NO. 1 C. & BTR., 5/4"; NO. 2 C. & BTR., 5/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 10/4", reg. width. & lgths., 3 to 8 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 & BTR., 8/4", reg. widths. & lgths., yr. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

OAK—PLAIN RED

FAS, 4/4, 5/4 & 10/4": NO. 1 C., 4/4, 8/4 & 10/4"; NO. 2 & 3 C., 4/4", all std. widths., yr. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 3/4, 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. width. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", gd. widths., 59% 14 & 16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 5/4, 11" & up, 10" & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 6/4". NICKY BROTHERS, INC., Memphis, Tenn.

FAS, 5/4", 3/4 & 4 1/4": NO. 1 & NO. 2 C., 5/4" & 4 1/4", all reg. widths. & lgths., 6 to 8 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

COM. & BTR., 6/4", reg. widths. & lgths., 8 mos. dry; COM. & BTR., 10/4", reg. widths. & lgths., yr. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

NO. 1 C. & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4 & 6/4. BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. widths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 8/4", yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1, NO. 2 & NO. 3 C., 4/4"; FAS & NO. 1 C., 6/4". NICKY BROTHERS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 16/4", reg. width. & lgth., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 3/4 & 1/2", 6" & up, 8" & up, 8 mos. dry; FAS, 4/4", reg. widths. & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 6 mos. dry; BCKG. BDS., 3/4, 5/4", reg. widths. & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 3/4": FAS, 1/2", 3/4" & 6/4", 6 to 9"; FAS, 4/4", 6 to 7" & 8 to 9"; NO. 1 C., 1/2", 3/4, 4/4, 5/4 & 6/4"; SEL., 3/4 & 4/4"; 6" & up. NICKY BROTHERS, Memphis, Tenn.

OAK—MISCELLANEOUS

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & NO. 2 C., red & white, 4/4 & 5/4", 4" & up, 10 to 16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

(Continued on page 54)

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	7-15
Blakeslee, Perrin & Darling....	4
Buffalo Hardwood Lumber Co.	4
Cobbs & Mitchell, Inc.....	3
Coppock, S. P., Lumber Co.....	14
Crim, C. M., & Son.....	15
East Jordan Lumber Co.....	13
Elias, G., & Bro.....	4
Evansville Band Mill Company.	14
Fathauer, Theo., Company....	42
Gill-Andrews Lumber Company	49
Hoffman Bros. Company.....	7-31
Jackson & Tindle.....	48
Jones Hardwood Co.....	50
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	37
Maley & Wertz.....	14
Mason-Donaldson Lumber Co..	8
McIlvain, J., Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-46
North Vernon Lumber Co.....	15
Palmer & Parker Co.....	47
Salling, Hanson Co.....	48
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.....	6
Stimson, J. V.....	7-56
Sullivan, T., & Co.....	4
Swain-Roach Lumber Company	15
Taylor & Crate.....	4
Tegge Lumber Co.....	48
Von Platen Lumber Company..	54
Wheeler-Timlin Lumber Co....	49
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon....	46
Wood-Mosaic Company.....	5-7
Yeager Lumber Company, Inc..	4
Young, Bedna, Lumber Co.....	14
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page	7
Evans, G. H., Lumber Co.....	16
Long-Bell Lumber Co.....	45
Mowbray & Robinson Co.....	7-46

POPLAR.

Anderson-Tully Company.....	2-7-12-55
Arlington Lumber Company....	7-46

RED GUM.

Anderson-Tully Company.....	2-7-12-55
Bellgrade Lumber Company....	12
Bliss-Cook Oak Company.....	7-16
Bonner, J. H., & Sons.....	7-10
Brown, Geo. C., & Co.....	10
Brown & Hackney, Inc.....	10
Brown Land & Lumber Co.....	11
Brown, W. P., & Sons Lumber Co.	5
Ehemann, Geo. C., & Co.....	11
Evans, G. H., Lumber Co.....	16
Ferguson & Palmer Company..	11

Gayoso Lumber Company.....	12
Goodlander-Robertson Lumber Company	11
Kraetzer-Cured Lumber Co....	12
Memphis Band Mill Co.....	7-10
Miller Lumber Co.....	7-41
Mossman Lumber Company....	7-11
Paepcke-Leicht Lumber Co....	7
Penrod-Jurden Company.....	1-10
Pritchard-Wheeler Lumber Co..	7-12
Russe & Burgess, Inc.....	12
Sondheimer, E., Co.....	12
Stark, James E., & Co.....	12
Stimson, J. V.....	7-56
Stimson, J. V., Hardwood Co..	
Stimson Veneer & Lumber Co..	11
Thane Lumber Co.....	11
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	7-56
Welsh Lumber Co.....	11

SOUTHERN HARDWOODS.

Abeldeen Lumber Co.....	43
Anderson-Tully Company.....	2-7-12-55
Archer Lumber Company.....	
Arlington Lumber Company....	7-46
Atlantic Lumber Co., Buffalo...	4
Beaumont Lumber Company....	16
Bellgrade Lumber Company....	12
Bliss-Cook Oak Company.....	7-16
Blakeslee, Perrin & Darling....	4
Bonner, J. H., & Sons.....	7-10
Brown, Geo. C., & Co.....	10
Brown Land & Lumber Co.....	11
Brown, W. P., & Sons Lbr. Co..	5
Brown & Hackney, Inc.....	10
Buffalo Hardwood Lumber Co..	4
Catlin, R. H., Company.....	50
Cornelius Lumber Company....	16
Davis, Edw. L., Lumber Co....	5
Dudley Lumber Company.....	11
Ehemann, Geo. C., & Co.....	11
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	16
Fathauer, Theo., Company....	42
Ferguson & Palmer Company..	11
Gayoso Lumber Company.....	12
Goodlander - Robinson Lumber Company	7-11
Hoffman Bros. Company.....	7-31
Howe Lumber Company.....	
Kerns Lumber Company.....	47
Kosse, Shoe & Schleyer Co., The	37
Kraetzer-Cured Lumber Co....	12
Lawrence, P. J., Lumber Co....	
Long-Bell Lumber Company....	7-45
Long-Knight Lumber Company	28
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co.....	4
Maley & Wertz.....	14
Memphis Band Mill Company..	7-10
Memphis Hardwood Flooring Company	47
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-41
Mossman Lumber Company....	11
Mowbray & Robinson Co.....	7-46
Nickey Bros., Inc.....	27

Norman Lumber Company.....	5
North Vernon Lumber Co.....	15
Paepcke-Leicht Lumber Co....	7
Pelican Lumber Company.....	
Penrod-Jurden Company.....	1-10
Pritchard-Wheeler Lumber Co..	7-12
Richardson, A. M., Lumber Co.	
Russe & Burgess, Inc.....	12
Salt Lick Lumber Company....	6
Sondheimer, E., Company.....	12
Standard Hardwood Lumber Company	1
Stark, James E., & Co.....	12
Stimson, J. V., & Co.....	39
Stimson, J. V., Hardwood Co..	
Stimson Veneer & Lumber Co..	11
Sullivan, T., & Co.....	
Swain-Roach Lumber Co.....	7-15
Taylor & Crate.....	4
Thane Lumber Co.....	11
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	7-56
Vestal Lumber & Manufacturing Co.....	44
Welsh Lumber Co.....	11
Whitmer, Wm., & Sons.....	6
Willett, W. R., Lumber Co....	5
Willson Bros. Lumber Co.....	6
Wisconsin Lumber Company...	
Wistar, Underhill & Nixon....	6
Yeager Lumber Co., Inc.....	4
Young, Bedna, Lumber Co.....	14

LUMBER COMMISSION.

Alfred P. Buckley.....	59
------------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co..	13
Anderson-Tully Company.....	2-7-12-55
Astoria Veneer Mills & Dock Co.	32
Bird's Eye Veneer Company...	26
Dean-Spickler Company, The..	
Hoffman Bros. Company.....	7-31
Huddleston - Marsh Mahogany Company	38
Kiel Woodenware Co.....	31
Kosse, Shoe & Schleyer Co., The	37
Long-Knight Lumber Co.....	28
Louisville Veneer Mills.....	26
Mengel, C. C., & Bro. Co.....	5
Nickey Bros., Inc.....	27
Ohio Veneer Company.....	50
Palmer & Parker Co.....	47
Penrod Walnut & Veneer Co...	
Pickrel Walnut Company.....	29
Rayner, J., Company.....	13
Stark, James E., & Co.....	12
St. Louis Basket & Box Co....	32
Stimson Veneer & Lumber Co..	11
Wisconsin Cabinet & Panel Co.	30
Wisconsin Veneer Company....	32
Wood-Mosaic Company.....	5-7

MAHOGANY, WALNUT, ETC.

American Walnut Mfrs. Assn..	35
Davis, Edw. L., Lumber Co....	5
Hoffman Brothers Company....	7-31

Huddleston - Marsh Mahogany Co.	38
Kosse, Shoe & Schleyer Co., The	37
Long-Knight Lumber Co.....	28
Mengel, C. C., & Bro. Co.....	5
Palmer & Parker Co.....	47
Penrod Walnut & Veneer Co...	
Pickrel Walnut Company.....	29
Purcell, Frank	14
Rayner, J., Company.....	13

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-14
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	13
Horner, William	6
Long-Bell Lumber Company...	7
Mason-Donaldson Lumber Co..	8
Memphis Hardwood Flooring Co.	47
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	13
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	
Hill-Curtis Co.	56

SAWMILL MACHINERY.

Hill-Curtis Co.	56
Sinker-Davis Co.	48
Soule Steam Feed Works.....	56

LOGGING MACHINERY.

Chickasaw Cooperage Company	8
Godfrey, John F.....	46
Lidgerwood Manufacturing Co.	13

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Davis, A. J., & Co.....	49
-------------------------	----

TIMBERLANDS.

Lacey, James D., Timber Co...	49
-------------------------------	----

MISCELLANEOUS.

Brookmire Economic Service...	47
Buck, Frank R., Co.....	51
Catlin, R. H., Company.....	50
Childs, S. D., & Co.....	54
Kane Manufacturing Company.	
Lumbermen's Credit Assn.....	54
Pearson, C. H.....	46
Perkins Glue Company.....	31
Valley Log Loading Co.....	10

(Hardwoods for Sale Continued)

COM. & BTR., 10 1/4 & 1 1/4", LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

NO. 3 C., 4/4"; CROSSING PLK., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

NO. 2 C., 1 1/4", rd width & lgth., dry. WILSON BROTHERS LUMBER CO., Pittsburgh, Pa.

COM. & BTR., red and white, 12/4". WELSH LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. & SEL., 12/4", reg. width & lgth., 14-16' yr. dry. WISCONSIN LUMBER CO., Chicago, Ill.

PECAN

LOG RUN, 1 1/2" - 1" - BELLGRADE LUMBER CO., Memphis, Tenn.

POPLAR

NO. 1 C., 8/4", good widths., 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 & NO. 2 C., 4/4"; NO. 2 C., 8/4", reg. width & lgth., 6 mos. dry; FAS, sap no def., 16/4", reg. width & lgth., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS, soft yellow, 4/4, 6/4, 8/4, 10/4 & 12/4"; SAP & SEL., soft yellow, 6/4, 8/4, 10/4 & 12/4"; NO. 1 C., soft yellow, 6/4, 8/4, 10/4 & 12/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

COM. & BTR., 5/8 & 4/4", ran. width & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C., 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8-16/4", reg. widths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

LOG RUN, 1 1/2", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WALNUT

NO. 2 C. 4/4", reg. width & lgth. BLAKES-LEE, FERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS, 4/4", reg. widths & lgths., 6 mos. dry; NO. 1 C. 4/4", reg. widths & lgths., 6 mos. dry; COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, NO. 1 C., 8/4" to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

8/4, 10/4, 12/4, 16/4", 6-7' long; NO. 1 SEL., 4/4, 5/4, 6/4, 8/4"; NO. 1 C., 3/8, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4"; NO. 2 C., 1/2, 5/8, 3/4, 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 16/4; CLR. STRIPS, 4/4, 5/4, 6/4 & 8/4; CLR. FACE, 4/4"; KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS, 4/4"; NO. 1 C., 4/4 & 5/4"; NO. 2 C., 5/4, 6/4 & 8/4". LONG-KNIGHT LUMBER CO., Indianapolis, Ind.

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1/8-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

1/20-1/2. HOFFMAN BROS. CO., Ft. Wayne, Ind.

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QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK-QUARTERED

WHITE, any thickness, sawed or sliced THE DEAN-SPICKER CO., Chicago, Ill.

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ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

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WHITE, 1/20. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

POPLAR

1/8-3/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig. rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

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imitation isn't
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MEMPHIS

TENNESSEE

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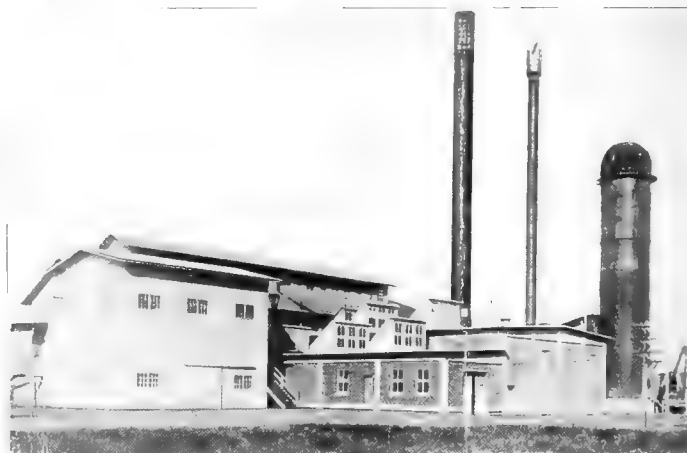
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 1 car 3" Log Run Elm
 $\frac{1}{2}$ car 4/4 Log Run Elm
 2 cars 4/4 No. 1 Com. Sap Gum
 3 cars 4/4 No. 2 Com. Sap Gum
 2 cars 4 4x13-17" Gum Boxboards

1 car 2 $\frac{1}{2}$, 3, 3 $\frac{1}{2}$, 4" No. 1 Com. & Btr. Hickory
 1 car 3" No. 2 Com. & Btr. Hard Maple
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 1 car 4/4 No. 2 Com. Poplar
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J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

THIS SAW MILL FOR SALE



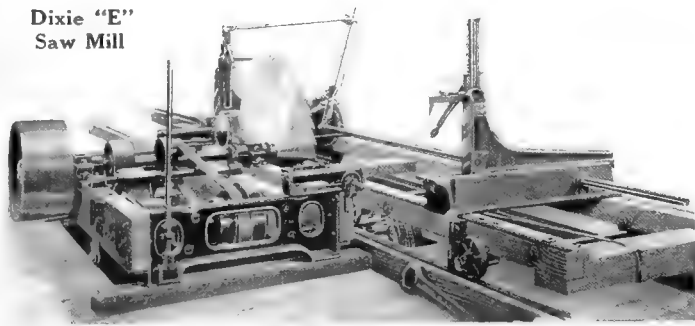
I OFFER for sale the above 9-foot Prescott Pacific Coast type band mill with full complement of auxiliary and power plant machinery; heart yellow pine frame. Modern in every way. Can be moved. Immediate delivery.

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Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 10, 1919

Subscription \$2.
Vol. XLVI, No. 8



PENROD FOR WALNUT

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Hardwoods A Specialty

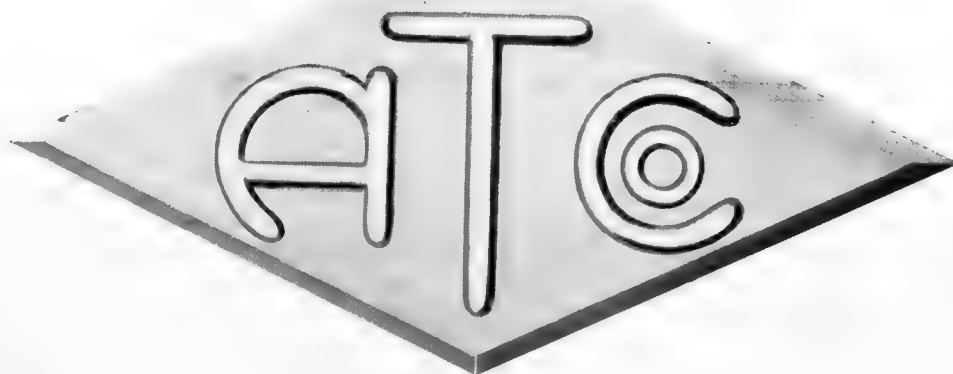
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Since last September we have been sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

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INCORPORATED

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Michigan Hardwoods

Cadillac Quality

We have dry, February 1, 1919—

4/4 Ash, Basswood, Birch, Gray Elm,
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 16/4 Hard Maple

Some grades and widths are
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Mitchell Brothers Co.

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We are members of the Maple Flooring Mfr's.
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Flooring stamped M. F. M. A. insures quality

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 Hardwood Lumber

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15,000' No. 1 Com. & Btr., 12/4"	HEMLOCK
BEECH	125,000' Merchantable 4/4"
300,000' No. 2 Com. & Btr., 4/4"	ASH
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20,000 ft. 1 1/16" x 2" Clear Maple Flooring
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 500,000 ft. 6/4 No. 2 Common & Better Elm
 225,000 ft. 8/4 No. 2 Common & Better Elm
 65,000 ft. 10/4 No. 2 Common & Better Elm
 75,000 ft. 12/4 No. 2 Common & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
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 White Oak
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Manufacturers of Hardwood Lumber

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SPECIAL FOR SALE

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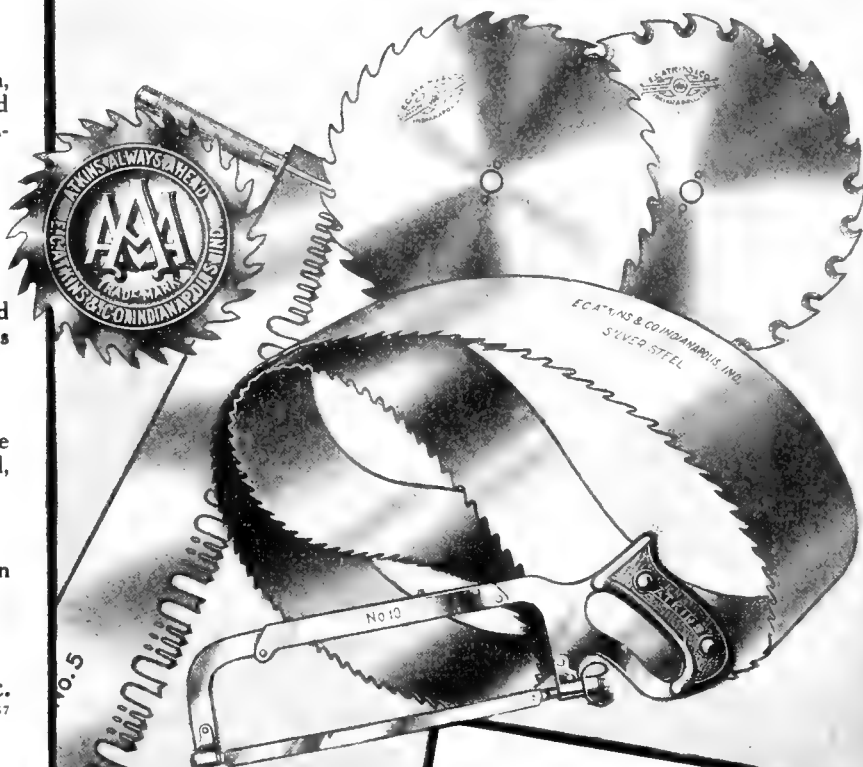
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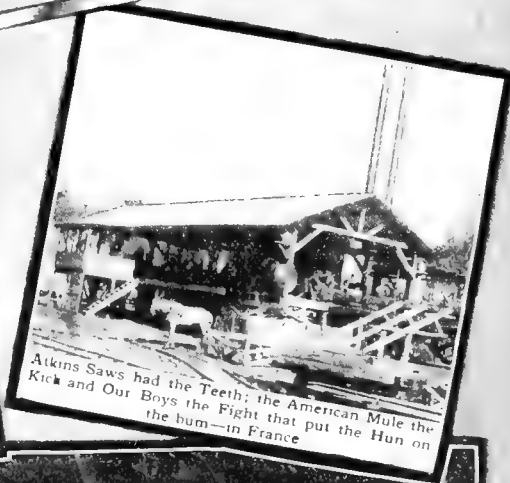
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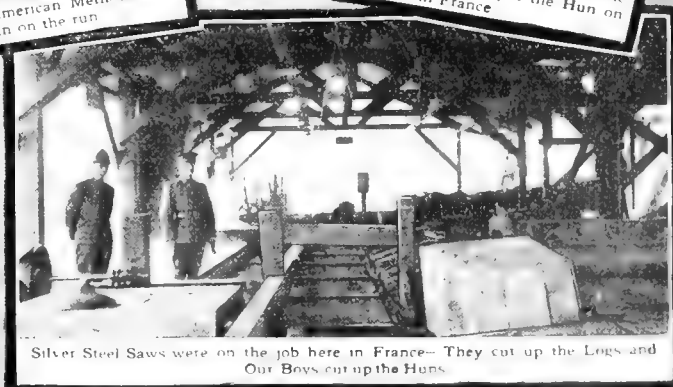
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Atkins Saws had the Teeth; the American Mule the Kick and Our Boys the Fight that put the Hun on the hum—in France



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COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

WM. WHITMER & SONS INCORPORATED

Manufacturers and Wholesale-
sellers of All Kinds of

"If Anybody Can,
We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Finance Building PHILADELPHIA

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

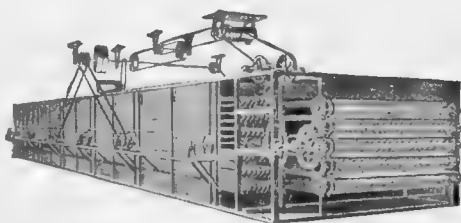
MAIN OFFICE: PITTSBURGH, PA.

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co. SALT LICK KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)
Fine Veneers and Hardwood Lumber
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 29)
Veneers and Hardwood Lumber
Hoffman Brothers Company
Manufacturer Ft. Wayne, Ind.

(*See page 43)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

(*See page 13)
Write for List and Prices
North Vernon Lumber Company
Manufacturer North Vernon, INDIANA

(*See page 41)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St.
Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Not one of them possesses much value as a source of lumber, and only the Southern live oak is abundant.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, MO.
Manufacturer, Kansas City, MISSOURI

Why do your children like Oak best? For the same reason that you did—they knew it is not easily scratched or marred. Think it over.

(*See page —)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 12)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 30)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 32)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO.
Manufacturer, Memphis, TENNESSEE

B & C—
We Manufacture Hardwood From Fine West Virginia Timber
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 12)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 3/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 3/4 Government Quality White Oak
1 car 1 1/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 3/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C—
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber

Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: Greensburg, Tenn.
Please send inquiry to Bedna Young Lumber Co., Greensburg, Tenn.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis, TENNESSEE

Manufacturers of Plain and Quartered Oak also

Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BEAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.

THISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Phillip, Mississippi

(*See page 40)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington, KENTUCKY

(*See page 14)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer, Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-12)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark.
MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars
CLAY LUMBER COMPANY,
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer, SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-ing and Heming Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 28,765,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 18,500,000,000.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO



A floor to adore

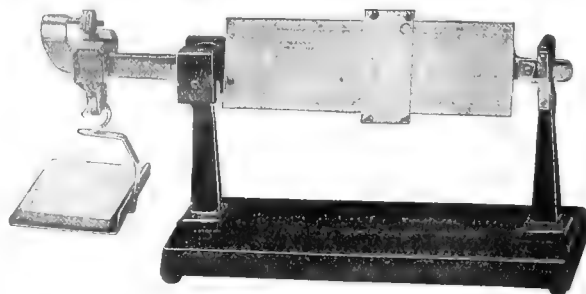
For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

Grand Rapids Lumber Tester



Test Your Lumber for Moisture Content:

1. When you buy it, to be sure you are getting what you want.
2. When you put in your kiln, to see how long it should dry.
3. When you empty your kiln, to insure properly dried lumber.

Don't Guess at It. Guessing Is a Poor Game

So simple anyone can use it.

Is direct reading.

Requires no figuring or computations.

No charts or rollers to bother with.

Equally applicable to testing any material for moisture content.

Accurately made, graduated to metric system, and can be used for ordinary weighing.

Designed and manufactured for the

GRAND RAPIDS VAPOR KILN

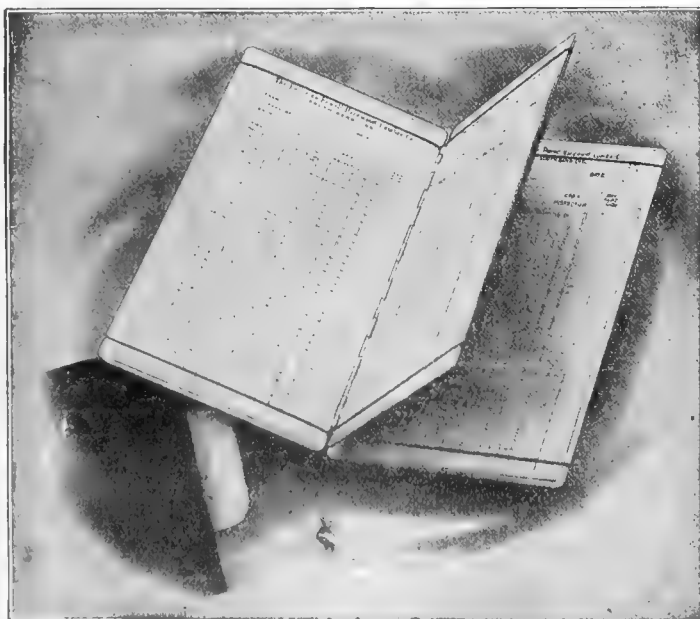
Made by

Grand Rapids Veneer Works

Grand Rapids, Michigan

Seattle, Washington

THE GIBSON TALLY BOOK



Is now used by more than a thousand lumber producers and buyers.

By its use single, duplicate or triplicate tallies can be made.

A dozen-piece-tally and other forms of tickets in plate. Circular and price list on application.

Endorsed by Hardwood Manufacturers Association of the U. S.

GET NEXT TO A GOOD THING

ADDRESS

Tally Book Department,

HARDWOOD RECORD
CHICAGO, ILL.

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Farm Tools and Implements

(Continued from last issue)

Handles do not constitute the only parts of farm tools and implements made of wood. Manufacturers of these articles must have more than 320,000,000 feet of wood a year, and the kinds of wood are so various that a place is found for nearly all sorts. More than thirty kinds of wood are regularly listed in this industry, and the more important, with the annual use in feet are here given:

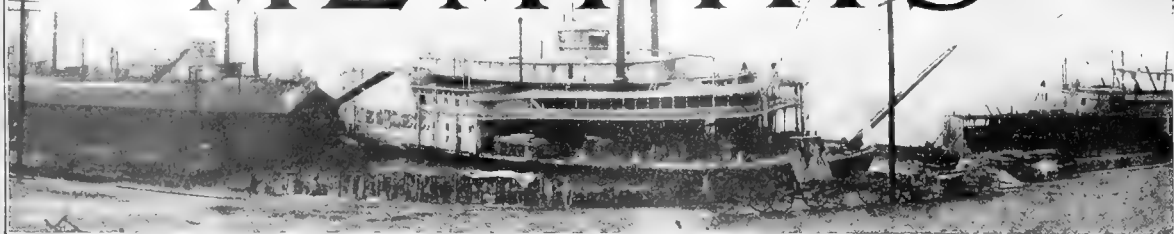
	Feet
Yellow Pine	98,000,000
Oak	69,000,000
Maple	48,000,000
Cottonwood	15,000,000
Yellow Poplar	12,000,000
Red Gum	12,000,000
Ash	10,000,000
Hickory	10,000,000
White Pine	8,000,000
Basswood	8,000,000
Elm	7,000,000
Beech	5,000,000
Birch	5,000,000
Spruce	3,000,000
Cypress	2,000,000

The South, and particularly the region contributory to Memphis, is well represented in this list of woods. The manufacturers of farm tools and agricultural implements can draw upon the South to almost unlimited extent for the necessary woods for carrying on their business.

The industry which produces this product is new in comparison with some of the other industries that use wood as raw material. Two or three generations ago there were no agricultural implements, but only tools, with the exception of the plow, harrow, and possibly one or two others; but in recent years hand tools have been dropping to an inferior place and implements of a larger kind, to be operated by some sort of power other than man's muscles, having been taking the field. The change has led to an increase of wood in the manufacture of apparatus for the farm. More wood is required to make a reaper than to make a grain cradle.



MEMPHIS



L. D. Murrelle Lumber Co.

MANUFACTURER AND WHOLESALE

Northern & Southern HARDWOODS

CHICAGO OFFICE:
605 Tacoma Building

MEMPHIS, TENN.:
Cotton Exchange Building

WE have a splendid resource of hardwood timber in the most fertile section of Mississippi and ample manufacturing facilities to meet the requirements of careful buyers.

KELLOGG LUMBER COMPANY

BANK OF COMMERCE BUILDING

SAP GUM	PLAIN OAK
48,000' 1x13-17" Box Boards	150,000' 1" No. 2 Com. & Btr.
22,000' 1x9-12" Box Boards	105,000' 1 1/2" No. 2 Com. & Btr.
22,000' 1" No. 1 Com.	90,000' 1 1/2" No. 2 Com. & Btr.
6,600' 2" No. 1 Com.	65,000' 2" No. 2 Com. & Btr.
PLAIN RED GUM	115,000' 2 1/2" No. 1 Com. & Btr.
12,000' 1" FAS	56,000' 3" No. 1 Com. & Btr.
5,000' 2" FAS	30,000' 4" No. 1 Com. & Btr.
58,000' 1" No. 1 Com.	ASH
5,000' 2" No. 1 Com.	11,000' 1 1/2" Nos. 1 & 2 Com.
3,000' 1 1/2" Dog Boards	15,000' 1 1/2" No. 1 Com.
12,000' 2" Dog Boards	25,000' 2" Nos. 1 & 2 Com.
QUARTERED RED GUM	7,500' 2 1/2" No. 1 Com.
28,000' 2" FAS	MISCELLANEOUS STOCK
20,000' 2" No. 1 Com.	34,000' 2 1/2" Maple Log Run
POPLAR	31,000' 3" Elm Log Run
15,000' FAS, S. N. D.	17,000' 1 1/4" Qtd. Sycamore Log
75,000' 1" Nos. 1 & 2 Com.	Run
29,000' 1 1/2" Nos. 1 & 2 Com.	11,000' 1" Tenn. Red Cedar
10,000' 1 1/2" FAS, 6 to 12"	4,500' 1 1/2" Com. & Btr. Qtd.
30,000' 2" No. 2 Com.	Black Gum

Goodlander-Robertson Lumber Co.

SAP GUM	PLAIN OAK
35,000' 4/4" Panel, 18" & up	15,000' 5/4" FAS
100,000' 4/4" Box Boards, 13 to 17"	40,000' 5/4" No. 1 Com.
200,000' 4/4" Box Boards, 7 to 12"	15,000' 6/4" FAS
100,000' 4/4" FAS, 13 to 17"	20,000' 6/4" No. 1 Com.
150,000' 4/4" FAS, 6 to 12"	50,000' 8/4" Com. & Btr.
200,000' 4/4" No. 1 Com.	50,000' 10/4" Com. & Btr.
25,000' 5/4" No. 1 Com.	30,000' 12/4" Com. & Btr.
150,000' 6/4" No. 1 Com.	SOFT ELM
25,000' 8/4" No. 1 Com.	150,000' 4/4" Log Run
SELECTED RED GUM	20,000' 5/4" Log Run
250,000' 4/4" FAS	200,000' 8/4" Log Run
300,000' 4/4" No. 1 Com.	75,000' 10/4" Log Run
25,000' 5/4" FAS	60,000' 12/4" Log Run
50,000' 5/4" No. 1 Com.	SOFT MAPLE
60,000' 6/4" FAS	20,000' 4/4" Log Run
150,000' 6/4" No. 1 Com.	35,000' 6/4" Log Run
40,000' 8/4" No. 1 Com.	50,000' 8/4" Log Run
QUARTERED RED GUM	25,000' 10/4" Log Run
100,000' 4/4" FAS	PECAN
150,000' 4/4" No. 1 Com.	35,000' 8/4" Log Run

GEO. C. BROWN & CO.

RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum
2 cars 6/4" Com. & Bet. Plain Red Gum
4 cars 8/4" Com. & Bet. Qtd. Red Gum
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

Tustin Hardwood Lumber Co.

Formerly
THE JOHNSON-TUSTIN LUMBER CO.

Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

ASH	PLAIN WHITE OAK
250,000' 8/4" Com. & Btr.	40,000' 4/4" Box Bds., 13-18"
10,000' 10/4" Com. & Btr.	50,000' 5/4" FAS
50,000' 12/4" Com. & Btr.	350,000' 5/4" No. 1 Com.
100,000' 4/4" No. 1 Com.	12,000' 6/4" FAS
200,000' 4/4" No. 2 Com.	15,000' 6/4" No. 1 Com.
100,000' 4/4" No. 3 Com.	SOFT MAPLE
QUARTERED RED GUM	35,000' 12/4" Log Run
40,000' 4/4" No. 1 Com.	PLAIN WHITE OAK
3,000' 8/1" FAS	21,000' 5/4" No. 1 Com.
5,000' 8/1" No. 1 Com.	15,000' 6/4" FAS
PLAIN RED GUM	100,000' 6/4" No. 1 Com.
10,000' 4/4" FAS	15,000' 8/1" FAS
300,000' 4/4" No. 1 Com.	20,000' 8/4" No. 1 Com.
60,000' 5/4" No. 1 Com.	65,000' 12/4" Com. & Btr.
SAP GUM	60,000' 12/4" Bridge Plk.
25,000' 4/4" FAS	PLAIN RED OAK
65,000' 4/4" No. 1 Com.	10,000' 4/1" FAS
300,000' 4/4" No. 2 Com.	80,000' 4/4" No. 1 Com.
70,000' 1/3" No. 3 Com.	20,000' 5/4" FAS
32,000' 4/4" Box Bds., 8-12"	16,000' 10/4" Com. & Btr.
	20,000' 4/4" Com. & Btr., Sound Wormy

PENROD-JURDEN COMPANY

In Addition to Regular Stock of Ash Lumber We Have the
Following Bone Dry Stock, Upon Which We Will
Quote Especially Attractive Prices on Request.

ASH	PLAIN WHITE OAK
5 cars 8/4" No. 1 Com., regular widths and lengths	1 car 5/4x3 1/2 to 5 1/2", 1 face clear, strips
2 cars 8/4", 1 face clear, shorts, 3" and up, 4 to 7'	1 car 5/4" Sound Wormy
1 car 10/4", 1 face clear, shorts, 3" and up, 4 to 7'	2 cars 12/4x10" up, 1s and 2s
2 cars 12/4" 1 face clear, shorts, 3" and up, 4 to 7'	2 cars 10/4x10" up, 1s and 2s
	1 car 8/4x10" up, 1s and 2s
	1 car 8/4x12" up, 1s and 2s
	2 cars 5/4" 1s and 2s, all 8 and 10'

Thompson-Katz Lumber Co.

MEMPHIS

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH
CYPRESS, TUPELO, COTTONWOOD
GUM, SYCAMORE, ELM, MAPLE

MEMPHIS BAND MILL CO.
MANUFACTURERS

SAP GUM	
5 cars 1" FAS	
3 cars 5/4" FAS	
5 cars 6/4" FAS	
7 cars 4/4" Box Boards, 9 to 12	
12 cars 4/4" 13 to 17" Box Boards	
RED GUM	
5 cars 13/17" FAS	
2 cars 5/4" FAS	
2 cars 6/4" FAS	
5 cars 4/4" No. 1 Com.	
1 car 5/4" No. 1 Com.	
3 cars 6/4" No. 1 Com.	
QUARTERED SAP GUM	
4 cars 8/4" No. 1 Com. & Btr.	
2 cars 10/4" No. 1 Com. & Btr.	
2 cars 12/4" No. 1 Com. & Btr.	

PLAIN RED OAK	
5 cars 4/4" FAS	
1 car 5/4" FAS	
1 car 6/4" FAS	
8 cars 4/4" No. 1 Com.	
2 cars 5/4" No. 1 Com.	
6 cars 4/4" No. 2 Com.	
1 car 5/4" No. 2 Com.	
PLAIN WHITE OAK	
10 cars 4/4" No. 1 Com. & Btr.	
3 cars 5/4" No. 1 Com. & Btr.	
2 cars 6/4" No. 1 Com. & Btr.	
3 cars 4/4" No. 2 Com.	
1 car 6/4" No. 3 Com.	
10 cars 6/4" No. 3 Com.	
ELM	
4 cars 5/4" Log Run	
2 cars 6/4" Log Run	
2 cars 8/4" Log Run	
2 cars 10/4" Log Run	
4 cars 12/4" Log Run	

J. H. BONNER & SONS

ASH	
10,000' 8/4" No. 1 Com.	
BEECH	
10,000' 8/4" Log Run	
2 cars 10/4" Log Run	
CYPRESS	
50,000' 4/4" Shop & Btr.	
40,000' 5/4" Shop & Btr.	
15,000' 8/4" Shop & Btr.	
6,000' 12/4" Shop & Btr.	
ELM	
12,000' 5/4" Log Run	
11,000' 16/4" No. 1 Com. & Btr.	
RED GUM	
15,000' 4/4" Com. & Btr.	
35,000' 5/4" Com. & Btr.	
25,000' 6/4" Com. & Btr.	
SAP GUM	
255,000' 4/4" Com. & Btr.	
200,000' 5/4" Com. & Btr.	
1 car 6/4" 1s & 2s	

QUARTERED RED GUM	
2 cars 4/4" Com. & Btr.	
2 cars 8/4" Com. & Btr.	
PLAIN WHITE OAK	
1 car 8/4" 1s & 2s	
PLAIN RED OAK	
1 car 4/4" Com. & Btr.	
4,500' 5/4" 1s & 2s	
5,000' 6/4" 1s & 2s	
8,000' 8/4" 1s & 2s	
50,000' 4/4" No. 1 Com.	
4,000' 6/4" No. 1 Com.	
57,000' 5/4" Log Run	
35,000' 8/4" Log Run	
POPLAR	
15,000' 4/4" Com. & Btr.	
15,000' 5/4" Com. & Btr.	
50,000' 8/4" Com. & Btr.	
100,000' 8/4" No. 2 Com.	
3,000' 10/4" No. 2 Com.	
3,000' 12/4" No. 2 Com.	
10,000' 16/4" No. 2 Com.	

WELSH LUMBER COMPANY

QUARTERED WHITE OAK	
15,000' 4/4" Select.	
29,000' 3/8" No. 1 Com.	
QUARTERED RED OAK	
13,000' 4/4" No. 1 Com.	
8,000' 5/4" No. 1 Com.	
8,000' 4/4" No. 2 Com.	
PLAIN RED OAK	
43,000' 4/4" FAS.	
27,000' 5/4" FAS.	
8,000' 6/4" FAS.	
8,000' 3/8" No. 1 Com.	
198,000' 4/4" No. 1 Com.	
85,000' 6/4" No. 1 Com.	
76,000' 4/4" No. 2 Com.	
150,000' 4/4" No. 3 Com.	
12,000' 12/4" FAS.	
50,000' 12/4" No. 1 Com.	
ELM	
18,000' 4/4" Log Run.	
71,000' 6/4" Log Run.	
63,000' 8/4" Log Run.	

329,000' 12/4" Log Run.	
157,000' 16/4" Log Run.	
COTTONWOOD	
150,000' 4/4" No. 1 and No. 2 Com.	
12,000' 4/4" No. 1 Com., 12" up.	
ASH	
13,000' 4/4" No. 2 Com. & Btr.	
16,000' 8/4" No. 2 Com. & Btr.	
39,000' 6/4" No. 3 Com.	
MAPLE	
14,000' 16/4" Log Run.	
QTD. BLACK GUM	
13,000' 4/4" FAS.	
HICKORY	
16,000' 8/4" No. 2 & Btr.	
15,000' 12/4" No. 2 & Btr.	
QUARTERED SYCAMORE	
14,000' 4/4" Log Run.	
CYPRESS	
23,000' 8/4" Selects.	
20,000' 12/4" Selects.	
80,000' 4/4" Shop.	
125,000' 8/4" Shop.	

Stimson Veneer & Lbr. Co.

DRY STOCK, FEBRUARY, 1919

QUARTERED WHITE OAK	
15,000' 1/4" FAS	
75,000' 4/4" No. 1 Com.	
25,000' 4/4" No. 2 Com.	
8,000' 8/4" FAS	
20,000' 8/4" No. 1 Com.	
PLAIN WHITE OAK	
19,000' 1/4" FAS	
10,000' 1/4" No. 1 Com.	
18,000' 4/4" No. 2 Com.	
30,000' 4/4" Sound Wormy	
50,000' 4/4" No. 3 Com.	
25,000' 5/4" No. 1 Com.	
6,000' 5/4" No. 2 Com.	
4,000' 6/4" No. 1 Com.	
22,000' 6/4" No. 2 Com.	
30,000' 6/4" No. 3 Com.	
20,000' 6/4" Sound Wormy	
PLAIN RED OAK	
42,000' 4/4" FAS	
80,000' 4/4" No. 1 Com.	
10,000' 4/4" No. 2 Com.	

60,000' 4/4" No. 3 Com.	
50,000' 4/4" Sound Wormy	
SAP GUM	
90,000' 4/4" FAS	
370,000' 4/4" Nos. 1 & 2 Com.	
330,000' 5/4" Nos. 1 & 2 Com.	
60,000' 6/4" FAS	
320,000' 6/4" No. 1 & 2 Com.	
QUARTERED SAP GUM	
175,000' 8/4" No. 1 Com. & Btr.	
RED GUM	
50,000' 4/4" FAS	
30,000' 4/4" No. 1 Com.	
8,000' 6/4" FAS	
50,000' 6/4" No. 1 Com.	
QUARTERED RED GUM	
530,000' 8/4" No. 1 Com. & Btr.	
ELM	
130,000' 6/4" Com. & Btr.	
60,000' 6/4" Nos. 2 & 3 Com.	
PECAN	
30,000' 8/4" Log Run	

BROWN & HACKNEY, Inc.

Regular Widths and Lengths

ELM	
15,000' 4/4" Log Run	
100,000' 12/4" Log Run	
PLAIN RED GUM	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
17,000' 6/4" No. 1 Com. & Btr.	
QUARTERED RED GUM	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
30,000' 6/4" No. 1 Com. & Btr.	
PLAIN SAP GUM	
25,000' 5/8" FAS	
30,000' 5/8" Log Run	
75,000' 4/4" FAS	
100,000' 4/4" No. 1 Com.	
30,000' 4/4" No. 2 Com.	
30,000' 4/4" FAS, 13" & up	

60,000' 4/4" Box Bds., 9 to 12"	
100,000' 4/4" Box Bds., 13 to 17"	
HICKORY	
26,000' 12/4" No. 2 Com. & Btr.	
PLAIN RED OAK	
15,000' 4/4" FAS, 8 to 10'	
45,000' 4/4" FAS	
15,000' 4/4" No. 1 Com.	
75,000' 6/4" No. 1 Com. & Btr.	
PLAIN WHITE OAK	
27,000' 4/4" FAS	
65,000' 4/4" No. 1 Com.	
15,000' 5/4" No. 1 Com. & Btr.	
17,000' 10/4" FAS	
18,000' 12/4" FAS	
17,500' 16/4" FAS	
PLAIN WHITE AND RED OAK	
100,000' 10/4" No. 1 Com. & Btr.	
300,000' 12/4" No. 1 Com. & Btr.	

Ferguson & Palmer Co.

Regular Widths and Lengths

COTTONWOOD	
30,000' 8/4" FAS, 10 mos. dry	
15,000' 12/4" FAS, 10 mos. dry	
9,000' 16/4" FAS, 10 mos. dry	
RED GUM	
25,000' 4/4" FAS, 10 mos. dry	
15,000' 4/4" FAS, 10' & 12', 12 mos. dry	
50,000' 4/4" No. 1 Com., 9 mos. dry	
15,000' 6/4" FAS, 15 mos. dry	
30,000' 6/4" No. 1 Com., 15 mos. dry	
SAP GUM	
12,000' 4/4" Box Bds., 8"-12", 12 mos. dry	
40,000' 4/4" Box Bds., 13"-17", 12 mos. dry	

100,000' 4/4" Nos. 1 & 2 Com., 7 mos. dry	
40,000' 6/4" Nos. 1 & 2 Com., 15 mos. dry	
SOFT ELM	
75,000' 4/4" No. 2 Com. & Btr., 8 mos. dry	
75,000' 6/4" No. 2 Com. & Btr., 10 mos. dry	
15,000' 8/4" No. 2 Com. & Btr., 10 mos. dry	
30,000' 12/4" No. 2 Com. & Btr., 15 mos. dry	
SYCAMORE	
9,000' 10/4" No. 2 Com. & Btr., 14 mos. dry	

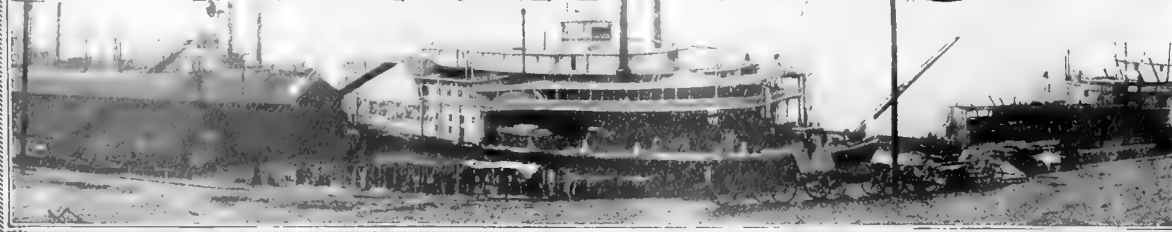
GEO. C. EHEMANN & CO.

CYPRESS

150M ft. 4/4 Nos. 1 & 2 Com.	75M ft. 8/4 Select
100M ft. 4/4 No. 1 Shop	25M ft. 8/4 FAS
100M ft. 4/4 Select	150M ft. 8/4 Nos. 1 & 2 Com.
30M ft. 4/4 FAS	20M ft. 12/4" Shop & Better
75M ft. 8/4 Shop	

THANE LUMBER CO.

MEMPHIS



ASH
40,000' 1 1/4" No. 2 Com. & Btr., 6 mos. dry
17,000' 12/1" Com. & Btr., 6 mos. dry
CYPRESS
14,000' 4 1/4" Shop & Btr., 8 mos. dry
30,000' 8/4" Shop & Btr., 8 mos. dry
ELM
15,000' 6 1/4" Log Run, 8 mos. dry
18,000' 8/4" Log Run, 8 mos. dry
30,000' 12/4" Log Run, 8 mos. dry
GUM
150,000' 4 1/4" FAS, 8 mos. dry
150,000' 4 1/4" No. 1 Com., 8 mos. dry
75,000' 4 1/4" No. 2 Com., 8 mos. dry
15,000' 6/4" No. 1 Com., 8 mos. dry
20,000' 8/4" Dog Bds., 8 mos. dry
PLAIN RED GUM
50,000' 4 1/4" FAS, 10 mos. dry

100,000' 4 1/4" No. 1 Com., 10 mos. dry
QUARTERED RED GUM
9,000' 4 1/4" FAS, 10 mos. dry
32,000' 4 1/4" No. 1 Com., 10 mos. dry
15,000' 8/4" FAS, 10 mos. dry
18,000' 8/4" No. 1 Com., 10 mos. dry
75,000' Gum Box Bds., 13" to 17", 10 mos. dry
75,000' Gum Box Bds., 8" to 12", 10 mos. dry
MAPLE
25,000' 12/4" Log Run, 10 mos. dry
OAK
5,000' 5/4" FAS, 10 mos. dry
25,000' 5/4" No. 1 Com., 10 mos. dry
30,000' 10/4" FAS, 10 mos. dry
60,000' 10/4" No. 1 Com., 10 mos. dry
10,000' 12/4" FAS, 10 mos. dry

WHITE ASH
16,500' 4 1/4" to 9", 8-16' FAS
17,500' 5/4" to 9", 8-16' FAS
27,500' 5/4" to 9", 8-16' FAS
3,700' 6/4" to 9", 8-16' FAS
135,000' 8/4" to 9", 8-16' FAS
11,500' 10/4" & up, 8-16' FAS
150,000' 12/4" & up, 8-16' FAS
43,000' 16/4" & up, 8-16' FAS
5,000' 20/4" & up, 8-16' FAS
27,500' 4/4" & up, 8-16' FAS
3,600' 5/4" & up, 8-16' FAS
14,500' 6/4" & up, 8-16' FAS
60,000' 8/4" & up, 8-16' FAS
1,900' 10/4" & up, 8-16' FAS
8,400' 8/4" & up, 8-16' FAS
29,600' 12/4" & up, 8-16' FAS

12,500' 16/4" & up, 8-16' FAS
9,000' 5/4" to 5 1/2", 8-16' FAS
18,000' 6/4" to 5 1/2", 8-16' FAS
Strips
No. 1 Common
10,000' 4/4" & up, 8-16'
79,000' 6/4" & up, 8-16'
9,000' 4/4" up, 4' up
16,500' 5/4" up, 4' up
27,700' 6/4" up, 4' up
285,000' 8/4" up, 4' up
40,000' 10/4" up, 4' up
15,000' 12/4" up, 4' up
14,000' 4/4", 18-20"
9,500' 8/4", 18-20"
7,500' 8/4", 18-20" No. 2 Com.
29,800' 6/4" to 16/4" Nos. 2 & 3

White Ash Our Specialty.

Your Inquiries Invited.

BROWN LAND & LUMBER CO.

This Stock Is Dry and Runs in Regular Widths and Lengths

ELM
1 car 8/4" Log Run
1 car 12/4" Log Run
1 car 16/4" Log Run
BLACK GUM
1 car 4/4" Log Run
PLAIN RED GUM
1 car 5/4" No. 1 Com.
QUARTERED RED GUM
1 car 5/4" No. 1 Com.
1 car 6/4" No. 1 Com.
1 car 8/4" FAS
PLAIN RED OAK
1 car 4/4" FAS
1 car 5/4" FAS
SOUND WORMY OAK
1 car 4/4" Com. & Btr.
QUARTERED WHITE OAK
1 car 4/4" No. 1 Com.

The Mossman Lumber Co.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 8/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2 1/4"
35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 8/4"
30,000' Box Bds., 1x8" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDEHEIMER CO.

SAP GUM
100,000' FAS, 4/4"
50,000' FAS, 5/4"
70,000' FAS, 6/4"
PLAIN RED GUM
150,000' FAS, 4/4"
10,000' FAS, 5/4"
10,000' FAS, 6/4"
200,000' No. 1 Com., 4/4"
65,000' No. 1 Com., 5/4"
20,000' No. 1 Com., 6/4"
QUARTERED RED GUM
60,000' No. 1 Com. & Btr., 4/4"
80,000' No. 1 Com. & Btr., 5/4"
80,000' No. 1 Com. & Btr., 6/4"
25,000' FAS, 8/4"
90,000' No. 1 Com., 8/4"
SAP, NO DEFECT
100,000' No. 1 Com. & Btr., 8/4"
COTTONWOOD
110,000' No. 1 & Panel, 4/4-18" up.
CYPRESS
40,000' FAS, 8/4"
20,000' Selects, 4/4"
40,000' Selects, 5/4"
40,000' Selects, 6/4"
75,000' Selects, 8/4"
30,000' Shop & Btr., 10/4"
70,000' Shop & Btr., 12/4"
60,000' No. 1 Shop, 4/4"
70,000' No. 1 Shop, 5/4"
50,000' No. 1 Shop, 6/4"
25,000' No. 1 Shop, 8/4"
27,000' No. 1 Shop, 12/4"
200,000' Pecky, 4/4"
22,000' Pecky, 5/4"
20,000' Pecky, 6/4"
23,000' Pecky, 8/4"

ANDERSON-TULLY CO.

DUDLEY LUMBER CO., Inc.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14" and 16" lengths. Write or wire for prices.

SAP GUM
200,000' 5/8" No. 1 Com. & Btr.
45,000' 4/4" Box Bds., 13 to 17"
60,000' 4/4" Box Bds., 9 to 12"
90,000' 4/4" 1&2, 13 to 17"
150,000' 4/4" 1&2, 6 to 12"
150,000' 4/4" No. 1 Com.
250,000' 4/4" No. 2 Com.
250,000' 5/4" Nos. 1 & 2 Com.
QUARTERED SAP GUM
200,000' 8/4" No. 1 Com. & Btr.
PLAIN RED GUM
100,000' 5/8" No. 1 Com.
75,000' 4/4" 1&2
30,000' 5/4" No. 1 Com.
15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM
150,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com. & Btr.
15,000' 6/4" No. 1 Com. & Btr.
PLAIN WHITE OAK
75,000' 4/4" No. 1 Com. & Btr.
30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.
SOFT ELM
75,000' 6/4" Log Run
45,000' 12/4" Log Run
50,000' 10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

COTTONWOOD

36,000' 12/4" 1s & 2s
28,000' 16/4" 1s & 2s

ASH

40,000' 8/4" 1s & 2s
68,000' 8/4" No. 1 Com.

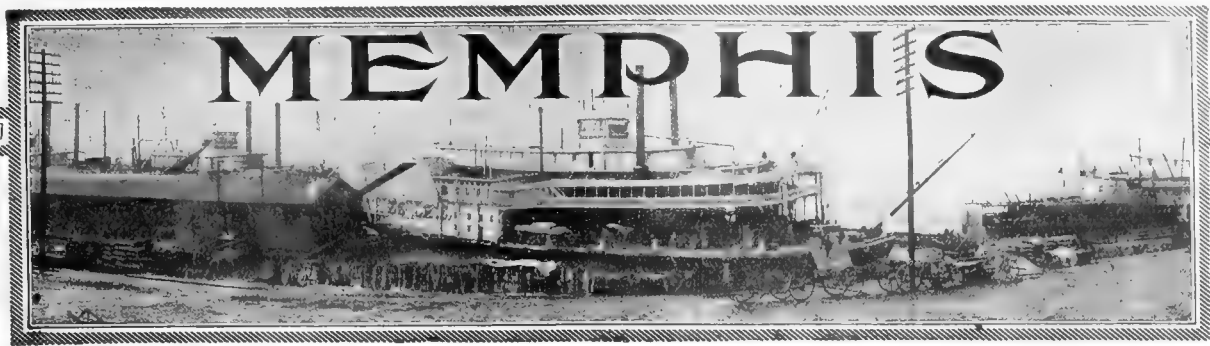
CYPRESS

75,000' 4/4" Select
82,000' 4/4" No. 1 Shop
325,000' 4/4" No. 2 Com.
114,000' 8/4" Select
255,000' 8/4" No. 1 Shop
285,000' 8/4" No. 1 Com.
112,000' 8/4" No. 2 Com.

JAMES E. STARK & CO., Inc.

QUARTERED RED GUM
33,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
80,000' 5/4" FAS
200,000' 5/4" No. 1 Com.
42,000' 6/4" FAS
160,000' 6/4" No. 1 Com.
30,000' 8/4" FAS
38,000' 8/1" No. 1 Com.
20,500' 10/4" FAS
9,000' 10/4" No. 1 Com.
9,000' 12/4" FAS
PLAIN RED GUM
60,000' 4/4" FAS
20,000' 4/4" No. 1 Com.
60,000' 5/4" FAS
QUARTERED SAP GUM
200,000' 5/4" No. 1 Com.
36,000' 6/4" FAS
78,000' 6/4" No. 1 Com.
18,000' 8/4" No. 1 Com.
PLAIN SAP GUM
62,000' 3/4" No. 1 Com.
47,000' 3/4" No. 2 Com.
38,000' 4/4" FAS, 13" & up
90,000' 5/4" FAS, 13" & up
200,000' 6/4" No. 1 Com.

BELLGRADE LUMBER CO.



PLAIN RED OAK
200,000' 5/4" Com. & Btr.
230,000' 6/4" Com. & Btr.
60,000' 8/4" Com. & Btr.
20,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
PLAIN WHITE OAK
75,000' 6/4" Common
125,000' 8/4" Common
15,000' 12/4" Common
QUARTERED WHITE OAK
50,000' 4/4" FAS
50,000' 6/4" FAS
50,000' 4/4" Common
50,000' 6/4" Common
ASH
50,000' 12/4" Com. & Btr.
200,000' 5/4" Common
ELM
200,000' 8/4" Log Run
25,000' 10/4" Log Run
50,000' 12/4" Log Run

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

Regular Widths and Lengths

CYPRESS
35,000' 4/4" FAS
45,000' 4/4" Selects
25,000' 4/4" Shop
ELM
100,000' 12/4" No. 2 Com. & Btr.
RED GUM
25,000' 5/4" FAS
20,000' 6/4" FAS
16,000' 8/4" FAS
300,000' 4/4" No. 1 Com.
40,000' 5/4" No. 1 Com.
50,000' 6/4" No. 1 Com.
18,000' 8/4" No. 1 Com.
QUARTERED RED GUM
40,000' 8/4" FAS
70,000' 4/4" No. 1 Com.

PLAIN RED GUM
150,000' 4/4" Com. & Btr.
250,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
QUARTERED SAP GUM
200,000' 6/4" Com. & Btr.
200,000' 8/4" Com. & Btr.
100,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.
QUARTERED RED GUM
200,000' 6/4" Com. & Btr.
150,000' 8/4" Com. & Btr.
PLAIN SAP GUM
150,000' 5/4" Com. & Btr.
300,000' 6/4" Com. & Btr.
150,000' 4/4" Common
200,000' 8/4" Com. & Btr.
600,000' 4/4" No. 2 Com.
125,000' 5/4" No. 2 Com.
GUM
150,000' Wide Box Boards
100,000' Narrow Box Boards

RUSSE & BURGESS, Inc.

Change of Address

On or about February 15th, 1919, our Memphis Office will be discontinued and our General Office, including our Sales Department, will be located at Greenwood, Miss.

This move is made because it puts us in closer touch with our mills at Moorhead and Greenwood, Miss., which will enable us to better care for our growing business, and the closer co-operation between our Sales, Shipping and Operating Departments we believe will make possible better service to our patrons.

The Kraetzer-Cured Lumber Co.

We insure you experienced attention to your orders for southern hardwood lumber and high grade sawed and sliced southern veneers.

Quartered oak and figured gum are specialties

Nickey Brothers, Incorporated
MANUFACTURERS

Buy in Memphis

Memphis is the nerve centre of the southern hardwood industry. Memphis leads in variety, quantity and quality of hardwoods produced. Memphis offers a wonderful source for selection by careful buyers. The present and future of the southern hardwood industry revolve about the Bluff city.

CHICAGO, ILL.
FISHER BLDG.

DETROIT, MICH.
FORD BLDG.

Our system of monthly
Stock Sheets and Specials

OAK and TUPELO

tells you in an instant what
your requirements will cost
delivered. If you are not
receiving them, let us know.

Everything in Southern Hardwood

P. J. Lawrence Lumber Co.

SYNDICATE TRUST BUILDING

ST. LOUIS, MO.

REFORM, ALA.

MESSLER, MO.

Walnut

Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and
Guaranteed Inspection

FRANK PURCELL

515 Dwight Building, KANSAS CITY, MO.

BLISS-COOK OAK CO.

BLISSVILLE, ARKANSAS

MANUFACTURERS

Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY

Table of Contents

REVIEW AND OUTLOOK:

General Market Conditions.....	15
The Government's Attitude on Business.....	16
Inland Water Transportation.....	16

SPECIAL ARTICLES:

Resumption of Building Work a National Asset.....	17-18
Southern European Lumber Outlook.....	18
Banks for Home-Builders.....	18
Important Announcements from Washington.....	19-20
Some Old Furniture.....	23
Letters from a Panel User.....	24-29
Severe Trial of Laminated Construction.....	29
Origin of Commercial Shellac.....	29

CLUBS AND ASSOCIATIONS:

Michigan Manufacturers Optimistic.....	20-21
Meeting of Cut-Over Land Association.....	21-22
Annual of Hemlock and Hardwood Association.....	22, 31 and 32
Miscellaneous.....	33-34

WITH THE TRADE.....	34-38
---------------------	-------

HARDWOOD NEWS.....	38-42
--------------------	-------

HARDWOOD MARKET.....	43-45
----------------------	-------

CLASSIFIED ADVERTISEMENTS.....	46-47
--------------------------------	-------

HARDWOODS FOR SALE.....	47, 48 and 50
-------------------------	---------------

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, \$2.00 the year; in foreign countries, \$1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates. Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

YOU

Don't have to make claims on our shipments. We keep the doubtful boards.

SATISFY YOURSELF

Your inspector, your shop foreman, with the uniformly high grades of our perfectly manufactured stock.

Oak, Gum, Ash, Elm, Cottonwood, Hickory

EVERYTHING IN SOUTHERN HARDWOODS

Tell us to quote you. Then wire us to ship.

Beaumont Lumber Co.

BEAUMONT, TEXAS



Hardwood Record

Copyright, THE HARDWOOD COMPANY, 1919

Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

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Edwin W. Meeker, Managing Editor
Hu Maxwell, Technical Editor

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537 So. Dearborn St., CHICAGO
Telephones: Harrison 8086-8087



Vol. XLVI.

CHICAGO, FEBRUARY 10, 1919

No. 8

Review and Outlook

General Market Conditions

THE MARKET in the past two weeks has assumed more definiteness than has existed since November. This definiteness is not necessarily in the nature of any great increase in business transacted, but is rather the result of countrywide conviction regarding stocks on hand and susceptible of production in the next few months. This definiteness is expressed mainly in greater firmness of quotations and in the willingness on the part of the producer to hold onto his lumber rather than sacrifice it. This opinion of the attitude of the manufacturers need not be taken as unanimous, for in the face of good resolutions, of the strongest possible stock analysis, of the certainty of early growth in demand and steady decrease in supply, in the face of the consistently high cost of manufacture, there are many who are not only willing but seemingly anxious to sacrifice their stocks. Anyone who conscientiously maintains that lumber cannot be sold for several months in the future at less than prevailing prices is honestly entitled to that opinion because of the easily provable conditions that exist all over the hardwood field. HARDWOOD RECORD has since the armistice was signed urged against the probability of a break in the hardwood market. It has maintained this position because elements bearing on the matter have consistently pointed in that direction, and because it has felt that it would be unfortunate for buyer, as well as for seller, were purchases generally curtailed during this period in anticipation of more favorable quotations. HARDWOOD RECORD is of the opinion that one of the main reasons why buyers are still hesitant is that there has been a scattering of manufacturers who have apparently disregarded black and white evidence and have willingly and voluntarily cut prices. There has been just enough of this influence to keep constantly stirred up the expectation that prices would go still further. HARDWOOD RECORD maintains that had it not been for this small element who have apparently disregarded facts and figures, the hardwood buying trade today would be placing orders with considerable consistency and considerable volume.

Fortunately, the large majority of the trade has taken the time to analyze stock statistics and market developments. The inevitable conclusion from such analysis is that present prices for hardwood resulting from the steadily mounting cost of manufacture are justified by the relative position of supply and demand. It would not be correct to say that the volume of hardwood business transacted is increasing rapidly, but it is a fact that the undercurrent of buying during the past two weeks has shown a certain amount of developing strength. Some handlers of hardwood today support their pessimistic views by pointing out that buying is still carried

on from "hand to mouth." This little phrase has always been a very convenient expression for the pessimist, but at no time before has it been used when the condition it described was less entitled to serious consideration as a determining factor. It must be remembered that business in all lines is necessarily from "hand to mouth," that the whole country is buying all of its commodities and supplies in the same way, that is, according to actual necessities. But one should not stop at the size of the individual order and draw gloomy conclusions. One should rather compute the total volume of orders.

The furniture field offers a striking illustration of the misconceived importance of this so-called hand to mouth buying. This is true for two reasons: One, because those handling hardwood stocks have shown a reasonable amount of weakness in their quotations up to now, and the other because the furniture retailer, the man who buys the manufactured products, in turn buys only from hand to mouth. In other words, he buys as his stocks move. But, the fact remains that the retailer in buying is in almost all cases immediately replacing items and suits as they are removed from his stocks; he is not letting his stock run down for the reason that popular buying is continuing on the increase. Suits and entire home outfits are forming an increasing part of retailer sales. A survey of the whole circle of hardwood merchandising through the channels of furniture manufacture and distribution shows a steadily climbing volume of furniture turnover in spite of the fact that it comes about mostly through small transactions.

One big outlet for lumber stocks which has been the cause of the greatest amount of speculation is the building industry. No one is justified in attempting a definite opinion covering the possible development in the building field. However, certain outstanding features give undeniable promise of considerable more activity in the building industry than most people have looked for. The popular idea has been that high prices would continue to stifle anything in the nature of speculative construction. This popular analysis left out of consideration the radical increases in rentals. Why, in view of the fact that every large city is literally hungry for new apartments and new houses and is absorbing mounting rents without a murmur, is not the speculative builder justified in making the increased investment? His increased returns will show him a profit which will be increased in direct proportion as the cost of operation and maintenance of his buildings decreases, for it is not likely that there will be any downward movement in rents for a long time. The supply of buildings is too far behind the demand to make this possible. So far as the home building circle is concerned there is every reason to anticipate a good deal of activity in the spring. No one will

question either the need or the popular interest in new homes, and now that the government and every local industrial and trade organization recognizes the importance to the whole nation of resuming activity in this vital industry, it is reasonable to suppose that financial means will be available to any one who wishes to start building. This is going to be a feature of tremendous importance as bearing upon the speed with which construction is resumed. The government support is likely to go beyond the moral stage and extend to actual financial assistance. In addition, government departments are showing disposition to immediately organize for necessary government construction of all characters.

It is not necessary to again go over the facts of supply and demand so far as they have bearing upon the markets. Any one watching national developments in important wood-using industries can form his own conclusion regarding the probable opening up of these fields. A fair analysis of these factors cannot lead to anything but optimistic opinions. As indicating the balance of supply and demand the same factors hold that have maintained during the past two months, namely: definite forced curtailment, due to natural causes, of forty per cent to fifty per cent of the winter's cut which will be put in pile at a cost fully equaling and in many cases exceeding any figures reached during the high markets of the last six months.

Taking the northern situation in particular, the soft open winter will have an effect upon lumber markets, not only in the matter of supplies made available, but in that of cost of production. The almost total absence of favorable logging conditions has completely upset the plans of many large northern operators, necessitating many changes and greatly increasing the cost of logging. This, of course, is naturally going to reflect in the total cost of manufacturing the lumber.

The Government's Attitude on Business

ONE OF THE MOST SANE AND COMMON-SENSE utterances that has ever come out of official Washington, one that most nearly touches the problems of the average man of business as he must face those problems, is in the form of a statement coming from F. T. Miller, director of the Division of Public Works and Construction at Washington. Mr. Miller's bulletin is in effect a statement of government support of the movement to resume building. The main and really essential point and the one on which the success or failure of the "Build Now" campaign rests, is the mental attitude of a large majority of the people who still think that because of the end of the war the world has gone back to the conditions of ante-bellum days. In other words, to use the expression in the bulletin: "The majority of the people in this country now are still in the mental hoop skirts and pantalets of the before-the-war attitude of mind."

This phrase applied to the condition that exists means that the average man unthinkingly calculates that now, with the war over, we may naturally figure along pre-war lines, using pre-war costs and pre-war comparisons, whereas, as a matter of fact, we must not hopefully wait for something which cannot come about but rather must accept the condition as it is now and make our plans to adjust our businesses and to adjust industries to these conditions.

This statement supports the contention HARDWOOD RECORD has repeatedly made that a good deal more building will be taken up this spring than is anticipated, as the people at large have become accustomed to the higher standard of costs and make their calculations accordingly.

The point of importance in the bulletin seems to be the fact that it represents the government's authorized support of efforts to stimulate the immediate resumption of the building industry. The statement is carried elsewhere in this issue and deserves the careful analysis of everyone interested in seeing the building situation definitely improved in the near future.

Inland Water Transportation

SOMEHOW THE MOVEMENT toward improvement of rivers and development of inland water transportation does not seem to make headway. It is not a new question. It is older than the railroads, and it has been before the people longer than any living man can remember. The movement has sometimes manifested itself in digging canals like the Chesapeake & Ohio or the Erie; sometimes in the form of locks and dams by which a river is converted into a series of pools extending scores or hundreds of miles, as the Monongahela; and at other times the improvement of inland navigation has taken the form of deepening rivers, removing bars, and clearing channels of logs or rocks, as in the case of the Mississippi.

Much work has been done, and much has not been that should be. Inland navigation in the United States is in poor condition, and popular sentiment in favor of making it better is not strong enough or general enough to bring results of a positive kind. Nearly all results now, and for some years past, have been negative. Appropriations which were formerly made by Congress for the improvement of inland waterways gradually came to be looked at askance because of charges that much of the money was wasted by being expended where the need was small. It was known as "pork barrel" politics; that meant, that congressmen would swap votes, one voting for an appropriation where none was needed, in order to get a similar appropriation in his district, where none should be. In that way, it was charged, money was wasted. There was little to show for large expenditures, and the whole system gradually became unpopular.

The need remains, but it is hard to get anything done. Inland water transportation is now wanted more than ever in the past, to help the railroads carry the country's traffic. The railroads are inadequate. But any movement in that direction gets a cool reception, and why is it?

Opposition comes from two quarters. Railroads do not want increased and improved water carriage that might cut in on railroad business. Now and then a railroad magnate, as in the case of James J. Hill, may announce that railroads would welcome improvements in river transportation, as a relief from congestion; but the voices of railroads advocating river improvements are not loud enough or frequent enough to attract much notice. The impression remains that the railroads would rather see a good deal of freight congestion and many embargoes, than to see boats and barges on rivers carrying any considerable portion of the country's traffic.

More telling opposition to river improvement comes from another quarter, from the indifference of the public. The people generally do not say much, think much, or care much about river improvement. Now and then a board of trade or a chamber of commerce or some business convention will pass a resolution favoring better inland water commerce, and there the matter ends. There is no follow-up to the movement. The little life it had at the start soon tapers out and that is the last heard of it until some other meeting passes another resolution, and the spurt begins over again.

Doubtless much hindrance and harm to the cause of inland navigation have been done and are being done by too much small politics. One section tries to work the wires to gain an advantage over other sections, and kills the whole thing. The view is not wide enough or the vision large enough. It is not a question of neighborhoods and townships, or of an outlet or inlet for this town or that town. River navigation is a bigger question than that. Congress should handle it; and district, county, and state lines ought to be ignored, and plans for the whole country should be formulated, and then all efforts should be directed toward general results.

Once in a while some one still advances the theory that birdseye figure in maple is caused by birds picking the bark to procure the sweet sap. It is strange that an exploded theory should live so long. The fact that birds do peck holes in maple bark and drink the sweet sap is sufficient, in the minds of some people, to account for birdseye figure in that wood.

Resumption of Building Work a National Asset

Chief of Division of Public Works and Construction Development Says United States is a "Going Concern" with an Assured Future

By F. T. Miller, Director

The main issue now before our country is—are we in a state of liquidation, trying to settle up our affairs, or are we a going concern?

This country has \$265,000,000,000 of wealth; wealthier than four of the wealthiest nations of the world combined; we have \$2,500,000,000 worth of gold in this country—the greatest amount ever known in the possession of this country, and considerably more than half of the gold of the world. We are over the war. We have shown moral characteristics in accepting the draft that have enabled us to put men on the Western front in numbers second only to France, and our men have fought well.

The war is over—and we do not expect attack from anybody, but we are still wondering what we are going to do—how we are going to get along. After the Civil war was over, when we had foreign complications and when we had but \$133,000,000 in gold against \$346,000,000 greenbacks, Secretary Sherman came out and said, "The way to resume specie payment is to resume." Payment was resumed and we did business, because the people had faith in the country.

This is the greatest, strongest, wealthiest, healthiest country in the world and it is a country that should be doing business and not a country in a state of liquidation; and yet, because of a psychological status, everybody is waiting to see if somebody else is going to reduce his price on something. Copper consumption is down. Iron consumption is down. The great question is one of consumption. If we do not buy, we cannot exist and do business—this is the issue.

Now if we had the 4,000,000 immigrants that this country would have received if the war had not commenced—if we had our 2,000,000 soldiers home again, if adjustments had been made and if we were all working steadily in the pursuits of peace—if we had the three to five billion dollars worth of domestic structures of which we are short, and the shortage of which is causing increase in rents (and rentals growing out of this shortage cumulatively increase the cost of every necessity of life)—if we had these things and were all working steadily, and if there were no exceptional draft on our products from abroad, prices might again be what they used to be.

When the European war broke out we expected it to last but a few months and looked immediately for return to old conditions. In the meantime, different conditions have been arising and we still have our minds fixed on a return to the old conditions. The thought of a nation is one of an ante-bellum character. But, conditions have come about which have changed this country far more than conditions which came about from the Civil war. We cannot turn the clock back.

When the armistice was signed in a Pullman car in France, and people tossed a lot of newspapers out of windows here, we all thought we were back to the old conditions. Many now know we are not to go back to those conditions, but it is hard to realize that we must adjust ourselves to new conditions and act promptly. The inertia of economic events is a continuing force and we must all take the new hand of cards that has been dealt to us, familiarize ourselves with them as quickly as possible and play with them. It will do us no good to sit and look at them and hope that in some mysterious way they will change back into the old hand we had before the war.

After the Civil war, we characterized people who maintained their old ideas as "ante bellum." The darkies said "befo' the

wah," but the majority of people in this country now are still in the mental hoop skirts and pantalets of the before-the-war attitude of mind, and they do not fully realize the strength of the nation or the close political and economic contacts that have been brought about with the world in general, and which will influence all of our future activities.

We are not going to get the immigrants which we received formerly; prices of labor are higher in Europe than they were; prices of materials are higher in Europe than they have been for years, in some cases higher than they are here, and the influence of the European markets on our prices must be taken into consideration. Prices of materials in the building line have increased 60 per cent in the face of a declining demand. Prices of other commodities have increased 109 per cent.

Former Secretary McAdoo said in substance on November 17, 1918, in instructing the supervising architect to commence building for the Treasury Department, "The normal activity of the building industry will facilitate the transition of general industry from a war to a peace basis."

The purpose of this division of the Department of Labor is to interest the nation in public work and private construction. When figures and principles are submitted to the public, each must use his own judgment as to the prudence of his individual undertaking. We are simply helping to bring about realization in this great basic industry that conditions have changed.

During the reconstruction period, the labor and materials which might otherwise be idle can be fixed through this basic industry into permanent wealth which has earning power and pays taxes. Otherwise this labor and materials will go to waste. The activity of this industry is literal reconstruction. Deferred construction is a part of our war debt—the first part to be paid, because through reconstruction we are making good our impaired facilities and putting ourselves into better condition to repay the remainder of our debt.

This division is composed of men with practical training. Their desire is to present the truth to the nation. Information obtained is being furnished to the public and transmitted directly to parties interested.

The Labor Department stands for increased production, while preserving the efficiency of the capital value of the individual worker, as it is only by increased production that the comforts of life may be made more universal. A decrease in consumption may make them cheaper but the comforts of life become thus less and less available to all. All recognize that the working man would have been ground out of existence before now if it had not been for the union, but the value of the dollar received by him as wages is the value he established by the quality of the service he renders.

It is probable that the cost per cubic foot of modern fire-proof buildings, up to three years ago at least, was less than the cost per cubic foot of the old six-story, non-elevator, non-fireproof building of thirty years ago. This is because of the rapid advance in the art, the manufacture of materials in large quantities, and the more ready assembling of the component parts through standardization of forms. In the assembling of these materials there are one to two hundred skilled artisans. As inventions and improvements occur—as metal lath is substituted for the wooden, reinforced concrete for brick, the kalomine doors for wooden doors, etc., these trades suffer successively and yet the public is benefited. In the adjustment of the incidental trade disputes over such matters occurs

our greatest trouble yet this is just the same kind of trouble which occurred in Manchester, England, on the introduction of textile machinery, and as has occurred in every great industrial center upon the introduction of the labor-saving devices and improvements, each temporarily injuring one trade yet benefiting society as a whole. Less than 10 per cent of our labor difficulties in the building line are due to contests for wages. Home building and home owning is the basis of the strength of the nation. While the home is not a negotiable investment, history has shown that it pays very large financial returns in the increased efficiency of the family. The home-owning spirit is awakened in about 120 cities throughout the United States in which agitation is now active.

One of the greatest factors in making home owning possible is building loan associations. These associations are unable to supply the demand for money made on them because they are dependent upon the weekly payments of their members, but they possess nearly \$2,000,000,000 worth of securities which they desire to pool in home

loan banks in each federal reserve district, in order that they may borrow upon these collateral assets, and with the proceeds furnish home builders with the money to undertake their small projects. There are 7,200 such institutions throughout the country. Loss is practically unknown to them. Their directors serve without compensation and are the reliable men of the community. Last year they did a business of \$1,250,000,000 at a cost of eight-tenths of one per cent.

One factor in getting ourselves out of this state of liquidation is settlement by the government on war contracts either verbal or written. It is confidently expected that during the current week Congress will give legal sanction to the moral commitments given by officials during our war emergencies, and that thus not only a large amount of capital will be immediately freed, for general industry, but, also, the past having been closed, thought and initiative may be directed to future undertakings of an active industrial nature.

Southern Europe Lumber Outlook

Nelson C. Brown has returned from a business trip of two years in southern Europe and northern Africa, where he studied the lumber situation, particularly as to the prospects of selling American products in that region. He was one of the four commissioners sent by the government to investigate the lumber markets of Europe, northern Asia, and northern Africa. He visited Spain, Portugal, Italy, Greece, the Balkans, and the countries along the southern coast of the Mediterranean sea. Since his return he has been attending lumbermen's meetings and giving an account of his work abroad. He is at present on the Pacific coast.

It is his opinion that the opportunity to sell American lumber in that region is excellent, and this is the time to make a beginning, for the lumber from northern Europe, which would naturally compete with ours, is either not in the market at all or at prices much higher than ours. Russia is out of the game now, and Swedish prices are very high. Little lumber may be expected to come out of Austria or Hungary for a long time.

Mr. Brown opened forty-nine lumber exhibits in the territory visited by him, and placed on display thirty kinds of American wood. He secured show rooms in business centers of the different countries, generally with the assistance of United States consuls, and arranged the lumber in a way to attract attention.

These exhibits are necessary because many prospective buyers are not acquainted with our lumber; and some who have seen American lumber are prejudiced against it because of unfortunate circumstances. In some instances in the past, shipments of lumber not up to grade have been made to those markets, thus making a bad impression. Purchasers suppose that all our wood is similar to the inferior specimens they have seen, and they are naturally prejudiced. It will be necessary to overcome these unfavorable and unfortunate impressions, and to take constant and special care that nothing like it happens again.

It may be recalled that Mr. Simmons found a similar situation in some of the markets in South America, where lumber other than first class had been shipped in. One of the first steps to take, in Mr. Brown's opinion, will consist in measures for inspecting the exports before they leave America and see to it that every grade is strictly what it claims to be. Otherwise, the business of the honest exporter may be hurt by objectionable material shipped by some one else.

Mr. Brown is enthusiastic in his belief that an excellent opening exists in southern Europe for the output of our mills. The needs are great, and much buying will be done. Selling methods are somewhat different from what we are accustomed to in this country, and it will be necessary to study their methods and conform to them; but if that is done, the opportunities are first class.

Mr. Brown found red gum in much favor in Spain, Italy, and elsewhere, it having long been in use there. Workmen in those countries understand this wood and like it.

Much Japanese oak is to be met with in the markets of southern Europe, where it generally arrives in the form of square logs in good condition. The notion that Japanese oak logs are always of small size is erroneous. Mr. Brown saw Japanese oak logs in a yard at Milan, Italy, that were full three feet square. Japanese traders have been steadily pushing this oak in European markets.

In quantity, class, and variety our woods go so much ahead of all competitors that half the fight for introduction is won at the beginning.

Banks for Home Builders

A bill is in course of preparation which will soon be introduced in Congress. Its purpose is to assist home builders who may not otherwise be able to command the necessary money for the construction of houses. There is a house shortage now and unless active building is soon taken up, the shortage will increase. The form of assistance which it is expected that the proposed banks will be able to give, and the manner in which such assistance may be furnished, are shown in the tentative outline of the bill which is here given:

It is proposed that Congress shall enact legislation permitting the organization of a federal co-operative bank in each of the existing federal reserve districts. Every such bank shall begin business with a paid-in cash capital of at least \$200,000, in shares of \$1000 each. Only building and loan associations may purchase or hold the stock of the bank. Whenever twenty or more building and loan associations in any federal reserve district, having aggregate resources of \$10,000,000 or more, associate themselves together for that purpose they may organize the federal co-operative bank of said district, after having obtained a certificate of the comptroller of the treasury that they have complied with the provisions of this act, and have adopted by-laws in harmony herewith, approved by the comptroller. Every such bank shall be subject to visit and examination, at least annually, of representatives of the comptroller of the treasury.

The shareholders of any such bank shall be known as members. Any member, in pursuance of the legitimate and prudent extension of its business, may obtain advances from the bank in this manner. It will deposit with the bank first lien bonds and mortgages on developing properties within the district (in amounts for each mortgage not exceeding \$5000) to an extent twenty-five per cent in excess of the loan or advance required, which loan may not exceed twenty times the par value of the stock in the federal co-operative bank owned by the borrowing member.

No member may maintain borrowed money obligations, through the federal co-operative bank, or otherwise, that shall at any time aggregate an amount exceeding sixty per cent of all its mortgage assets.

The idea thus put forward possesses great possibilities as an aid to building. The need of homes calls for no demonstration, it being too well known; and if funds for building can be secured in adequate amounts by the plans here proposed, there can be no question that much will be accomplished.

Important Announcements from Washington

By H. C. Hallam

The government has issued the following statement regarding the proposed disposal of surplus hardwood stocks:

A conference was held January 30 between representatives of the government and of the lumber industry to consider a uniform method of procedure for the disposal of government surplus stocks of hardwoods. The conference developed the following facts:

It was not the intent of the government to market these stocks in such a way as to adversely affect the lumber industry. The amount of these stocks is very small.

A plan was under consideration by which these stocks would be disposed of in co-operation with the industry.

Members of the industry in attendance expressed complete satisfaction with the practical methods which the government was employing.

This statement contains meager details, but it is the understanding of lumbermen here that hardwood men stand ready to coöperate in the disposal of the stocks, which consist principally of airplane and gunstock material and other specialties.

In connection with the formation of plans for the disposition of government hardwood surplus stocks, notice has been given of the withdrawal from sale of all or parts of eight lots out of eleven lots of mahogany and walnut lumber belonging to the navy that was to have been sold at the Lang Products Company, Whitestone, Long Island, N. Y., February 15. The stuff to be sold is now calculated at less than 275,000 feet of lumber (propeller material) and 202,000 pounds of mahogany cuttings, board ends, etc.

A board of sales review has been organized in the War Department under C. W. Hare, director of sales for Assistant Secretary of War Crowell. Different members of the board have charge of the disposition of various materials, equipment and supplies of which the army has a surplus. Major Crunden, for instance, has building material, including lumber, millwork, roofing, wall board, refrigeration, etc. Captain Glover has trucks and motor equipment, animal and hand drawn vehicles. Colonel LaMar has woodworking tools and other tools and machinery. Mr. Hartman has furniture and many other articles, and so on.

The board of sales review has given clearance for the construction division of the army to sell surplus materials at Camp Grant valued at \$867,000, including lumber, millwork, etc. The lumber is to be sold through producers in line with a general agreement with them. The remainder of the material is to be sold for cash at auction or to the highest bidder on sealed proposal, or at current market prices. The latter method is generally employed by the construction division in most instances.

Probing for Profits

The Retail Lumber Dealers' Association is much disturbed over a section of the revenue bill providing that business men shall report to the government the profits they made on contracts with or sales to the government. This, it is declared, it is impracticable to do.

Plans for closer coöperation between the lumber manufacturers and the lumber retailers are expected to be worked out as a result of suggestions that the national retailers' and the national manufacturers' associations appoint committees to meet and talk matters over.

For some time only certain kinds of wood and lumber have been licensed as dunnage. Now it is announced that all grades of wood and lumber will receive bunker licenses for that purpose. Of special importance to the ship owner or agent is the further announcement that hereafter any commodity that has been licensed and used as dunnage or for containers may be sold or otherwise disposed of at the point of foreign destination, according to the owner's wish in the matter. In other words, vessels will not be obliged to retain their dunnage and to return it to the United States if they care to dispose of it otherwise. For a time it is said that wood dunnage

was sold abroad as lumber, better grades and kinds being used as dunnage on that account, but it was understood that the war trade board stopped that practice under the license system.

The Northern Hardwood Emergency Bureau is planned to close March 1. Roy H. Jones, its manager for the past year or so, has gone to New York preparatory to sailing for Europe on a mission of exploiting northern hardwoods in foreign markets.

The Crosstie Situation

M. E. Towner of the railroad administration expects good results soon from recent conferences with gatherings of crosstie producers and contractors at Chicago and St. Louis, and a similar affair at Mobile, Ala. Mr. Towner hopes to have differences between the government railroad system and the tie interests adjusted so that there will be little friction. Where hardship has been suffered it is intimated that relief will be granted. One of the problems involves small ties. J. E. Foley, also of the railroad administration, is engaged on efforts to settle troubles of the tie people. He has gone into the southwestern States to study the situation there, and thence to the Mobile conference.

It is said that harmony reigns once more between the railroad administration purchasing forces and the southern pine industry. Mr. Towner conferred recently with President J. H. Kirby of the National Lumber Manufacturers' Association, and it was announced afterwards that the administration is not discriminating against southern pine or against certain yellow pine mills in purchases of railroad materials.

A. L. Justus, who was one of the assistants to Charles Edgar, former director of lumber under the War Industries Board, has been transferred to the War Department, for which he is appraising lots of lumber commandeered by the government for construction purposes. This lumber was taken from retail yards and while in transit. Claims for payment for it are being passed upon by the department.

Concerning the purchase of ties, the railroad administration has issued a statement in which this paragraph occurs:

As it stands now, there are no absolutely fixed prices of railroad oak car material. The individual purchasing agent buys in his zone if possible and, if not, instructs the regional purchasing agent to place his order for him. This, of course, is done to the best advantage of the railroad administration but not on the basis of a fixed price. Each railroad has been instructed in reporting the mills on its line to state whether they sell direct or sell through a wholesale distributor in order that the bid requests may be sent to the proper party.

Wholesalers Send Out Questionnaire

The National Wholesalers' Bureau has sent out a questionnaire to wholesalers generally, asking for information relative to market conditions in the section in which each wholesaler does business, respectively. The intention is to compile this information and issue it in some form for whatever it may be worth to members of the trade. The questionnaire calls for data as to the present condition of trade, the percentage of buying compared to last month, the outlook for the next three or four months, whether prices are maintained on a uniform basis or there is considerable variation in certain items, what items are being cut, what is the financial condition and outlook, the use of trade acceptances, whether the movement and cut of lumber is normal for this season of the year, whether there is a labor shortage and reasons for same.

The agricultural appropriation bill has passed the House of Representatives carrying appropriations for the Forest Service and the national forests about as usual. During the discussion of the measure the statement was made authoritatively that the estimated receipts of the national forests during the fiscal year 1919 would be \$4,400,000.

Senator Wadsworth of New York made the statement in the

Senate recently passed a bill authorizing foresty troops in France and sawd of the war for use for war purposes.

Forest ranger J. S. Jones, D. C., says the Department of Agriculture, which has been studying plans for such houses to protect forest lands, is now making plans for such houses of different sizes and of frame construction, which would be good news to lumbermen, but is tempered by the department recommendation that local materials be used wherever possible, to saving lumber cut on the farm.

Return of Lumber Commissioners

Roger Simmons, lumber trade commissioner for the Department of Commerce, who has been studying lumber markets and forest production in Russia, Siberia and Scandinavia, has returned to the United States and is conferring with Department of Commerce officials prior to touring the country to see lumber trade association interests and tell them about foreign trade opportunities. John R. Walker, lumber trade commissioner to western Europe, at the last minute changed his sailing date homeward bound and is now expected to leave a British port February 14, arriving in Washington about March 1. He, too, will confer with the department and then with the trade. There is a disposition in Washington not to give out much information about the reports of these agents, on the ground that their operations were financed largely by the National Lumber Manufacturers' Association, and it is held to be entitled to information before the public generally.

F. L. Driver of Thomasville, Ga., has been made member of the special committee of the National Wholesalers' Bureau that plans to sail for Europe on the liner France February 14 to study opportunities in the foreign lumber markets for the benefit of the Export Sales Corporation of the Wholesalers' Bureau.

Ocean Rates on Certain Commodities

The United States Shipping Board is reported to be making good rates on lumber from south Atlantic and Gulf ports to British, French, Dutch and Belgian ports, as well as in the coastwise trade. It has also made a number of reduced rates from north Atlantic ports to British ports, including the following:

Barrel, \$1 per 100 pounds; empty casks from 75 cents to \$3 each; cold chisels, 50 cents per cubic foot; clothes pins, auto trucks, cooperage screws, pitch pine deck planks and crossies, \$1 per 100 pounds; crutches, 20 cents per cubic foot; hickory dowels, \$1 per 100 pounds; musical instruments, 20 cents per cubic foot; gumwood heads in bundles, handles, logs not over 20 feet long or two tons in weight, lumber of all kinds, rough sawn hickory in bundles, match blocks, pine blocks, \$1 per 100 pounds; office equipment, furniture, desks and chairs, 50 cents per cubic foot; resin, shuttle blocks, skewers, oak spokes, spool wood, \$1 per 100 pounds; turpentine in barrels, \$1.25 per 100 pounds; wood alcohol, \$1.50 per 100 pounds; wood pulp, \$1 per 100 pounds.

The Shipping Board announces that it will continue to charter its wooden steamers on time charter for service within approved limits and at such rates of hire as may from time to time be fixed. The vessels are of about 3,500 tons deadweight capacity. Steamers so chartered are to be free from trade control, but subject to the usual regulation of freight rates. Information with regard to the terms at which they may be chartered can be procured from the Emergency Fleet Corporation, Division of Operations, Washington.

It is reported that the government is about to establish rates of \$18 on fir ties and \$20 on fir lumber from Pacific Coast points by way of the Panama Canal to north Atlantic Coast points. This is said to be for voyages of Ferris wooden ships.

Michigan Manufacturers Optimistic

Members of the Michigan Hardwood Manufacturers' Association met in regular session at the Hotel Statler, Detroit, on Wednesday, January 29, in mid winter meeting. There was a large attendance present, the principal discussions being on the market situation, and it developed as the consensus of opinion that the stocks and general outlook for hardwoods are very strong.

The usual business routine was carried through, including a reading of the minutes, roll call, etc., after which Secretary Knox presented an interesting report.

After briefly reviewing the situation during the preceding six months, Mr. Knox referred to the remarkable strength of the hardwood and hemlock market. His conclusion was, that, making all due allowances for concerns cut out and new members of the association, the total amount on hand, sold and unsold, is about the same as a year ago. He also mentioned that very few members manufactured the amount of hardwoods or hemlock they anticipated they would produce at the beginning of last year.

The finances of the association were shown to be in excellent condition.

Mr. Knox then referred to the coming voyage of R. H. Jones across the ocean to develop foreign markets. This trip, he said, may be the means of an entering wedge for considerable northern products to England, France, Belgium, Italy and other countries.

Chief Fire Warden Morford made a brief report for the forest fire department, saying that the report of last fall covered the situation for that department and that the forest fire department would be able to carry on probably with a slight decrease in expense.

C. A. Abbott, chairman of the market conditions committee, then went carefully over the report that had been compiled as a result of the all-day session of that committee a day prior to the regular meeting. After a careful analysis of all the statistics that were developed at that meeting and through the secretary's office, it appeared that there is no justification whatsoever for decreasing

strength in the hardwood situation. The preliminary part of the report appears as follows:

Total stock on hand is 15,188,000 feet less, all grades. Total of all kinds of wood, No. 2 common and better, 5,992,000 feet less. All kinds of No. 2 common and better are less with the exception of beech, this item being 2,250,000 feet over. Four four beech is less by a little over 1,000,000 feet, but 5 4 and 6 4 are each approximately 13 4 feet over. However, total 5 4 and 6 4 No. 2 common and better beech, aggregating approximately 7,000,000 feet, is not in excess of normal.

No. 2 common and better maple differs less than one quarter million feet. Four four No. 2 common and better maple, 80 per cent of which would undoubtedly be considered as flooring stock, is less on hand to the extent of 4,666,000 feet. An actual comparison would show this item practically identical as included in the figures of January 1, 1918. One firm reported 5,000,000 feet and did not report this year, owing to discontinuance of membership, hence we are safe in saying that flooring stocks on hand January 1, 1919, do not exceed those on hand January 1, 1918. No. 3 common hardwoods are 10,000,000 feet less.

HEMLOCK

Hemlock stocks on hand are 38,500,000 feet less. Lath stocks are 700,000 feet less. Hemlock stocks indicate a larger percentage of lower grade. The total stock of hemlock of 72,437,000 feet is, however, away below normal.

PRODUCTION

The actual production of hardwoods in 1918 of 273,000,000 is approximately 25 per cent less than the estimated cut for 1918, and 25 per cent less than the actual cut of 1917. The actual cut of hemlock was 25,000,000 feet less than the estimated cut for 1918 and 46,000,000 feet less than the actual cut of 1917.

The estimated cut of hardwoods for 1919 is about 7,000,000 feet less than the cut of 1918, while the estimated cut of hemlock is only about 3,500,000 feet less than the cut of 1918.

With anything near normal consumption it would be hard to conceive of a more favorable stock condition than exists today.

As to what the future may have in store, the conditions confronting us make it difficult to offer even a suggestion as to what we may look forward to in the way of values. The one big object which is always with us is the cost of production, and until such time as the manufacturer of lumber can show a reduction in his costs it is absolutely essential that his product be marketed at the values indicated if he is to return to himself or stockholders a reasonable return on the investment.

There was a great deal of discussion of the various points brought out by Mr. Abbott, quite a little of this centering upon the question of No. 3 and the market for hardwood ties. It was emphasized that it is very foolish to show any weakness whatsoever in the tie market at present, as every point in the outlook indicates better prices in the very near future.

Box plants, according to the sentiment of the organization, are rapidly working up the large quantities they took in under war conditions. It is anticipated that there will be a normal box business and that any over accumulation of lumber will be worked up in the next few weeks.

Orlando F. Barnes, member of the tax commission of the State of Michigan, then delivered a most interesting talk on the general question of fair taxation for timbered and cut-over lands. His report was in reality a reading of the report he has submitted to the Governor of Michigan, and outlined a plan for equitable taxation based not upon the present system of ad valorem taxation, but upon the basis of classification of taxable properties.

His theory regarding the proper method of taxing of timber lands involves a specified tax on stump land, the tax on the growing timber to be levied on the same principle as would be the tax on other crops, such, for example, as those produced by the farmers. This tax would be collected at the time of harvesting the timber.

Following Mr. Barnes' talk the meeting adjourned for luncheon, resuming very shortly thereafter.

The afternoon meeting was given over mostly to a discussion of the plans for developing export business.

C. A. Bigelow, who is president of the Wisconsin and Michigan organization of manufacturers behind this movement, outlined what has been done and what will be done, telling of the proposed tour of Roy H. Jones, who will leave this country on the seventeenth, sailing for a six-months' preliminary investigation.

Upon favorable report being received from the preliminary trip, the Wisconsin and Michigan manufacturers contemplate forming a joint export company to operate under the Webb act, and with ample backing and facilities to develop a large export volume.

Meeting of Cut-Over Land Association

The Southern Alluvial Land Association held its second annual meeting January 31, at Memphis, Tenn., with President John W. McClure in the chair, and a large attendance of representative land owners. In the president's address he stated that alluvial cut-over lands have increased in value at a ratio exceeding that of any other class of land in recent years, notwithstanding obstacles to development due to the war. He declared that the largest and most prompt response to publicity work had come from southern farmers, rather than from those of other parts of the country, and he recommended that, in future, greater attention be paid to these southern farmers for the reason that they are better adapted to the climate of this territory and that they have a much better understanding of living conditions in this area. He pleaded for a larger membership, both active and associate, and also for greater activity in community development, in improved clearing methods, in better road construction, in better living conditions and in higher standards of sanitation, and believed that the association should have the active and sympathetic support of every banker, merchant and business organization in the alluvial empire, as well as the owners of both wild and cut-over lands.

Secretary Stonebraker, in his report, told of the vast amount of literature that had been issued and of the unusual activity in publicity work in behalf of the alluvial lands, with resultant inquiries from all parts of the United States, as well as from some foreign countries. He referred particularly to an inquiry for information regarding these lands which had recently reached the association from Paris, France. He said the membership of the association at the end of the year was forty-seven, a fair increase for the past twelve months. He also reported that the association had been active in sending out questionnaires to owners of lands in the alluvial area with a view to ascertaining those which were available for the soldier-farm settlement movement. In this connection he noted that the association had received 650 separate offerings of cut-over and other lands, involving 1,150,545 acres.

Secretary Stonebraker said that drainage work, hindered materially by the war, was being resumed in Arkansas and Mississippi on a pretty liberal scale and he created genuine interest and enthusiasm when he said that several drainage districts in northeastern Arkansas and southeastern Missouri had combined into big single drainage organization which was digging 1,500 miles of ditches that would drain approximately 1,500,000 acres of land near the border line of these two states. This particular project was brought to his attention, he said, in a letter from Phil Gilbert of the Wisconsin Lumber Company, one of the largest land-owners in that territory.

Election of Officers

The principal work of the business meeting was the election of officers and the hearing of reports. All the old officers of the asso-

ciation were re-elected as follows, despite the fact that they have already served during the two years the organization has been in existence:

PRESIDENT: John W. McClure.

FIRST VICE PRESIDENT: A. C. Lange.

SECOND VICE PRESIDENT: W. E. Hyde.

TREASURER: John M. Pritchard.

Directors: S. B. Anderson, W. C. Bonner, R. D. Darnell, S. M. Nickey, Earl Palmer, Rudolph Sondheimer, A. N. Thompson and J. R. Campbell, Memphis; L. P. Dubose, Charleston, Miss.; A. C. Lange, Blytheville, Ark.; W. H. Dick, Phillip, Miss.; Thomas W. Fry, St. Louis, Mo.; Max Miller, Marianna, Ark.; S. E. Simonson, Luvora, Ark.; F. K. Conn, Yazoo City, Miss., and N. H. Walcott, Providence, R. I.

F. E. Stonebraker, who had served as secretary during the past two years, tendered his resignation in order that he might re-enter the lumber export field in which he was employed when he assumed the duties of the secretaryship. His successor has not yet been selected. President McClure paid a high tribute to the splendid service rendered by Mr. Stonebraker while the latter, in turn, expressed sincere regret that it was necessary for him to sever his relations with an organization which had already accomplished so much and which had so bright a future ahead of it.

Assessments Increased

On the recommendation of the assessment committee, it was voted unanimously to increase the assessment to 3 cents per acre, with a maximum limit of \$1,500 for any single member. The report of the treasurer, John M. Pritchard, showed that increase in the revenues of the organization was necessary if it was to go forward unhampered in its activities.

Resolutions were adopted favoring the plan of Secretary Franklin K. Lane, of the Interior Department, for the settlement of lands in this territory with returned soldiers and sailors as well as the bill which has been introduced into congress providing \$100,000,000 for the clearing, drainage and stocking of such lands as may be provided by the states or by individuals, firms or corporations for this purpose. This action followed a brief outline of the plan by Bolton Smith of Memphis, who was designated as its representative at this meeting by the Interior Department.

Interesting Topics Discussed

Aside from the election of officers and the delivery of reports regarding the business affairs of the association, the session was devoted chiefly to addresses on particular subjects by men particularly qualified to give advice and impart information.

Arthur C. Davenport, manager of the Chicago Daily Drovers' Journal and of other agricultural papers, declared that the South's opportunity consists in combining cotton growing and the raising of live stock. Climate and soil favor these industries.

F. E. Stonelaker's address called attention to the almost complete reversal of land market conditions since the association commenced advertising the alluvial regions. Two years ago many cut-over land-owners were seeking buyers, but today it has largely assumed the situation of the buyer seeking the land. It was asserted that so great is the difference in price between cleared and uncleared lands, that as a business proposition it is a safe investment to buy uncleared ground and improve it.

Dr. E. R. Lloyd, the newly elected agricultural expert of the farm development bureau of the Memphis Chamber of Commerce, speaking on "diversification," said that the only solution of the serious cotton problem confronting the people of the South lay in raising enough foodstuffs to take care of their needs along this line. He did not

believe it would be possible to reduce acreage to a sufficient extent to materially curtail production of cotton unless southern farmers were told what to produce that would either bring money, per se, or that would greatly save money by preventing the necessity of going into the open market to buy foodstuffs.

"The southern farmer is just now beginning to get some of the first cheap money he has ever had," declared L. K. Thompson, president of the Mississippi and Arkansas Joint Stock Land banks, with headquarters at Memphis. "We are loaning money on first mortgages at 6 per cent interest, without commissions, and we do not make any limit as to the amount any individual may borrow, provided he has adequate collateral, nor do we impose any restrictions as to the use to which the money is to be put."

Annual Meeting of Hemlock and Hardwood Men

Coming at a time when export problems, the big question of labor, wages, domestic markets, manufacturing costs and quantity production, are occupying the thoughts of every northern manufacturer, the big annual meeting of the Northern Hemlock and Hardwood Manufacturers' Association, held at the Hotel Pfister, Milwaukee, on Thursday and Friday, January 30 and 31, was of unusual importance. It was a remarkably well attended meeting not only as to numerical representation of membership, but as to close attention to the execution of the program.

The order of business included the usual addresses of officers and a great many very valuable reports covering questions of paramount importance to all northern operators.

President George N. Harder of Rib Lake, Wis., was in the chair. His address, while largely in the nature of a review of the important war work accomplished through the association and its able secretarial offices, made important recommendations for the future in which were suggestions that the secretary be given further office assistance to the end that he may have more time for application to the general problems of the association. He also recommended general support of the plans for increasing export use of northern hardwoods, and further suggested that the trend of wood use in the future is being indicated by specifications worked out by various societies of technical men responsible for the installation of wood in structures of different kinds.

In his historical review of the development of the association, he touched on the very efficient contact that has been maintained with

the government through the secretary's office and that of Eastern Manager R. H. Jones. President Harder said that the membership now is in excess of anything that has been maintained heretofore.

In commenting on the cost of association work, Mr. Harder pointed out that the efficient office of the secretary has been maintained at a less expense per thousand feet than that of any other association in a similar position.

The report of Secretary Swan went further into such details, mentioning a membership of about ninety members, showing a total cut of 800,000,000 feet.

In his report, Mr. Swan advocated an endeavor to bring a more general understanding between the producers of lumber in the northern States and those purchasing and utilizing lumber and lumber products.

He then went on to tell something of the activities of the association as represented by disbursements through his office, which he said now total more than \$100,000 a year.

Bearing out the general opinion that building will be resumed in spite of higher cost, M. P. McCullough, chairman of the bureau of promotion, stated in his report that there is much more call for the association's literature bearing on the character and application of northern woods, including hemlock and hardwoods. The increased call for this information is most marked, according to Mr. McCullough, since the signing of the armistice, the greatest increase being shown in the month of December. In that month,

(Continued on page 31)



GEORGE N. HARDER, RIB LAKE, WIS.,
RE-ELECTED PRESIDENT



O. T. SWAN, OSHKOSH, WIS., SECRETARY



ROY JONES, WHO GOES ABROAD TO INVESTIGATE EUROPEAN MARKETS

Some Old Philadelphia Furniture

The December number of the Bulletin of the Metropolitan Museum of Art, New York, contains an account, with pictures, of some early Philadelphia furniture, made in that city about 1760, by William Savery, "at the sign of the chair, a little below the market in Second Street."

The subject of artistic furniture is now receiving much attention and for that reason the find is considered important. Savery appears to occupy a place pretty high among famous furniture makers, though he had been almost forgotten until the investigations brought the work again into notice.

Savery is said to have made all of his furniture of "Virginia walnut" or of mahogany. Of course the Virginia walnut was the reliable black walnut which has been so long and well known in this country. It was one of the earliest furniture woods used in America. It was abundant on the Atlantic coast south of New York, and it was one of the first woods with which the early settlers became acquainted.

A recent writer in discussing Savery's furniture said it was "made of mahogany or of Virginia walnut of a quality most difficult to distinguish from mahogany." It is not quite clear why it should be difficult to distinguish black walnut from mahogany. The two woods do not look much alike, if the grain is exposed to view.

Savery obtained rather good prices for his furniture, if a pricelist of the Philadelphia makers about that time applied to his production. The "lowboy" shown in the illustration would bring the equivalent of \$165, and the "highboy" \$350. That pricelist was in force in 1757 and was adopted by six Philadelphia furniture makers, but Savery's name was not on the list, it being believed that he did not begin to make furniture on his own account till about three years later.



THE "HIGHBOY" MADE BY SAVERY ABOUT 1860



Letters from a Panel Boss~

The Question of Thickness Discussed

Feb. 10, 1919.

Dear Jim,

I got your letter Friday and will reply at once because I suppose you are some in a hurry to know what I think about this thin veneer matter. Well, Jim, they can talk all they want to about their one 32nd-inch veneers, but just so long as your uncle Hen has any choice in the matter he is going to have his face veneers at least a 24th of an inch thick and his cross banding a 20th, and he don't care if they come thicker.

It is all right for these fellows that make or sell veneers to come along and show you a fine flitch and tell you what a fine figure it has and how they got so many more beautiful faces by cutting it one 32nd than they could if they cut it thicker. And of course you can't blame a veneer man for getting as many

feet out of a log as he can when those that buy veneers are all the time kicking about the price. If a veneer maker can get a half or a third as many feet again out of a log by cutting it thinner he can quote a lower price per foot for the veneer and still make more profit on the log. And lots of times the buyer will figure the cost and find he is getting more feet for less money and think he is getting a good buy.

Maybe he is, but it is a ten to one shot that he isn't, and the reason he isn't is because there is more waste all along the line with thin veneer than there is with thick. Suppose every piece is perfect when the shipper crates

a lot of thin veneers. The crate is shipped by freight and may be handled from one to a dozen times before it gets to the buyer. Parts of the crate work loose, some of the veneers slide beyond the edges of others and get broken edges. The more the crate is handled the looser the bundle comes and some veneers get broken in the bumps, because freight handlers don't handle a crate of veneers

like a case of eggs—and they are none too blame careful of eggs. Then when the shipment gets in some one knocks open the bundle and starts looking over the veneers. The veneer foreman has to see them, and the superintendent, and may be the big boss, and a few others, and every time the stuff is handled a few more pieces get fractured a little, if not completely broken.

Then the veneers have to be cut to the required size, and probably matched, jointed



SAVERY'S "LOWBOY," MADE AT HIS PHILADELPHIA SHOP.
(See article on page 23)

and taped before they get to the glue room. The thinner they are the more damage is done in these operations, especially if the stock is crotch or burl. Then comes one or two more handlings in laying the stock for panel making before it goes under pressure and comes out in the panel. Up to that point there has been more or less breakage and it don't need any expert at figures to see that the piece that is broken in the laying of the bale for pressure is worth a lot more than the piece that is broken in the crate, because more labor has been put on the lot.

But where the cost of buying thin veneers really amounts to big money is after the panels are made. Per-



FIGURED RED GUM

for All Cabinet Purposes

It works up beautifully in its own right, takes a charming and permanent finish, can be profitably used anywhere that a fine cabinet wood is desirable. We carry an immense stock of Figured Red Gum Veneer, Rotary Cut Gum and Poplar Veneer, Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims, Sawed and Sliced Quartered White Oak. Let us send you small lots of Veneers in cars of hardwood lumber.

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

ARE YOU IN THE MARKET
FOR
Hard Beautiful Northern Grown

BIRCH
RED OAK
BASSWOOD
ELM
ASH

V E N E E R
?

If so, we are here to supply you the best that experience and close attention can produce. Any thickness, any length up to 98 inch, any specification and amount.

Specialists in

BIRCH DOOR STOCK

Kiel Woodenware Co.

KIEL

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MELLEN

**PERKINS
GLUE
COMPANY**

SOLE MANUFACTURERS
AND SELLING AGENTS

PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

**VENEERS FOR
AEROPLANE CONSTRUCTION
A SPECIALTY**

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

haps not so many are spoiled, but what are spoiled are costly and most of this spoilage comes from sanding through the thin veneer. Then it is a case of patching and a poor piece of goods, or planing the whole face off and doing the job over. That is the reason I want my faces at least a 24th-inch thick and don't care if they are thicker.

Of course I know that power feed sanders are good, and that they can be adjusted to take the least possible cut, but the man behind the sander is not always good, and if he isn't he can raise the dickens with 24th-inch faces, say nothing about thinner ones. Even when the belt sander is used and the pressure put on by hand it doesn't take much carelessness or absent-mindedness to put a hole in a thin veneer, especially when the belt is new.

That applies to face veneers. When it comes to crossing, the stuff now costs almost as much as—and in some cases more than—good cabinet wood veneers did three years ago, and the thinner it is the easier it breaks.

(Continued on page 29)

American Black Walnut

Pre-eminently

The finest CABINET WOOD
in the world

Unquestionably
American Walnut has

BEAUTY

and

DURABILITY

beyond compare

The richness of figure develops in the finish of this wood better than any other and, without a doubt, is the best wood to use in furniture and interior finish where high class work is desired.

WRITE

PICKREL WALNUT CO.

Clara Ave., near Natural Bridge Road
St. Louis, Missouri

WALNUT EXCLUSIVELY



Wisconsin

A Big Point to Panel Buyers

From the time the log enters our veneer house to its shipment in the freight car as high grade panels, every phase of the transformation is based on methods thoroughly proven in our own cabinet departments to be productive of the most perfect product for cabinet work.



From the log yard to the loading platform Wisconsin panels follow well defined manufacturing methods, which result from years of manufacture for our own use as well as for the general trade.

So varying are the requirements of different types of panels that the successful buyer should ask himself before each purchase, "why can this firm make my particular panels as they should be made?"

One thing alone indicates the answer—if that company has already made those panels successfully it can do so again.

Is there any surer way of learning the proper manufacturer of any type of panels than to use it in your own goods and locate and remedy any defects of manufacture or material in your own shop?

THE WISCONSIN CABINET & PANEL CO.
NEW LONDON, WISCONSIN

Wisconsin



We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length

VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

All our logs are from the forests of the North.

(Continued from page 28)

Besides, the cross banding is mostly rotary cut material which, as a general thing, breaks easier than sawed or sliced veneers. Now cross banding may get as much handling as I wrote about faces getting. But in addition to this when five ply work is being made most places now run the crossing through the rolls of the glue spreader so that can lay the panel in what is called one operation. Now it stands to reason that in this operation thin stuff will break more than thicker material, and if it happens to be that loose cut stuff so common today the waste is terrible.

So there you are. I found from experience that the cost of finished panels was far less when I used thick veneers than when I used thin, and I found that it didn't cost so much in the end if I used 20th-inch crossing as it did when I used 28th-inch. I don't say but what may be thin veneers would be all right in some work, but that work is not making good furniture, because furniture gets some hard knocks, especially when there are kids in the house, and thin stuff with thin veneer on the face will show up the knocks pretty quick.

So Jim, lay off the thin veneer stuff long as you can. Of course things seem to be getting worse and worse all the time just at this time, and we have to take what we can get or go without. But we got a right to know what we want whether we can get it or not, and one of these days some of these veneer guys that's telling us what's what now will be mighty pleased to give a

very attentive ear when we tell them what's what from our point of view.

Sue wants to know when you and the family are going to take a trip and see us. So do I. Regards to the gang.

Your friend,

HEN.

Severe Trial of Laminated Construction

A method of making laminated gunstocks was developed at the Forest Products Laboratory at Madison, Wis., which would, without reducing the strength, permit the use of the small pieces of walnut not suitable for single piece stock. This would facilitate production and result in appreciable saving in costs and material. The application of laminated construction to many articles of trade is a development worthy of close study. Shoe lasts, bowling pins, saddle trees, oars and paddles, tanks, barrels and kegs, and various parts of vehicles and agricultural instruments may possibly be constructed with laminated wood.

Origin of Commercial Shellac

Shellac which is so extensively used as a finish for wood comes from India almost exclusively. Attempts to produce it elsewhere have been made but have not met with success. It is a resin which is produced by a very small insect that feeds on the sap of a certain tree. The resin accumulates about the body of the insect and sometimes so completely buries it that the insect perishes beneath the accumulation of resin. The deposits are scraped from the surface of the tree in the form of a thin crust, and this becomes the shellac of commerce. Before being put to its final use it is refined and converted into liquid form.

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

*Spanish
Cedar*
*Mexican
Mahogany*
*African
Mahogany*

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

**22nd St. and So. Crawford Ave.
CHICAGO**

**KANE VEGETABLE
VENEER GLUE**

Quality—None Better

We guarantee that the process used
in the manufacture of Kane Vege-
table Veneer Glue, and also the dis-
solving and usage of same by the
consumer, do not infringe any pat-
ents, and particularly the patents
recently construed by the Court of
Appeals of the Seventh Circuit or the
Decree of the U. S. District Court
at Chicago, signed August 5, 1918.

Manufactured and sold exclusively by

KANE MANUFACTURING CO.
28 E. JACKSON BLVD., CHICAGO

(Continued from page 22)

according to Mr. McCullough, the inquiry for birch literature increased about 100 per cent, while the increase in inquiries for literature bearing on hemlock showed an increase of over 300 per cent over any preceding month.

In the afternoon session the report of George E. Foster was read by Secretary Swan, showing a strong financial condition. The only other formal report was that of W. H. McDonald, chief inspector.

The bulk of the afternoon was given over to addresses by Dean Russell, College of Agriculture of the University of Wisconsin, and George H. Holt of Chicago. Dean Russell's talk covered the question of close association between the cut-over land problems and the question of taking care of soldiers as they return from France.

Mr. Holt's talk dealt with the problems manufacturers in all lines must face and solve in connection with the gradual movement back to a peace basis.

Dean Russell's talk was a practical analysis of the general question of the development of cut-over regions in the North. He expressed himself as earnestly opposed to the theoretical plans that are being developed at Washington involving a more or less charitable distribution of cut-over lands for returning soldiers and advocating the making of such lands available to these men on a long-payment plan.

Dean Russell expressed himself as believing that one of the reasons for impractical theories being advanced at Washington is the fact that the men in charge have had experience only with the reclaimed arid areas of the West, and really have no conception of the remarkable value and quick result-producing possibilities of cut-over timbered areas.

The Thursday session was concluded with the appointment of a committee to collaborate with members of the Michigan Hardwood Manufacturers' Association who are supporting the plan for sending a representative abroad to investigate the possibilities of the foreign markets.

The usual pleasing banquet was tendered by the association to its membership and guests on Thursday evening in one of the private hotel dining rooms. It was very well attended, and while brief, went off very successfully. The banquet broke up shortly before 8 o'clock to enable the members to attend various local theaters.

Friday's Session

M. J. Fox of Iron Mountain, Mich., opened the Friday morning's session, telling of the trip he took with J. A. Moore of Fond du Lac, as delegate to the recent meeting of the Chamber of Commerce of the United States at Atlantic City. Mr. Fox briefly reviewed the spirit and purpose of that memorable conference.

He was followed by M. P. McCullough, who discussed the question of market values for certain specialized products for the procurement of which the government had called upon the northern operators. He particularly referred to prices on the selected logs the government had intended taking for the manufacture of airplane veneers.

J. T. Phillips of Green Bay talked on the work of the committee appointed for the accomplishment of prohibition in Wisconsin, and was followed by A. L. Osborne, chairman of the transportation committee, who gave an exhaustive analysis of the whole transportation situation, particularly emphasizing the desirability of returning the roads to private ownership.

Market Conditions Report

The opening event of the Friday afternoon session was the report of the market conditions committee, which had been anticipated as one of the most important features of the meeting. This was presented by H. H. Butts, chairman. Mr. Butts, by the way, now retires from that chairmanship, as he has given two full years of extreme usefulness and valuable service in that capacity and declines the honor for a longer period. He is succeeded by Alfred Klass of Oconto, Wis.

Mr. Butts' report was given as follows:

In assuming the responsibility of backing your government up in offer-

ing all of your material in fact, and of your own personal opinion to the successful conclusion of any constructive program, I feel that the rate it was as simply a matter of a vast collective action. There is enough out the country any one part of which, far as the government is concerned, easily shift the burden to such organization as could be formed. The very statistics will show that in no case was the government ever asked and wanting. Therefore it is now only natural for a to be a part of the old adage that self preservation is the first law of nature. It is our own thoughts to the rehabilitation of our own individual interest, and as members of this association our interest, naturally common, and good collectively to that end.

GOVERNMENT PRICES AND PRODUCTION COSTS

This annual meeting, as has been the custom heretofore, was to deal with the question of government prices. We might review any possible shortcomings in the past, feel our pulse of the present and prescribe for the future, and, while the function of your various committees is presumed to be utilized to one common end, the betterment of the industry, after all, the main object of our combined efforts, is realization, and particularly is this the goal of your committee on statistics.

Let us review briefly, if you please, the status of our business covering a period from the date of our last annual association meeting up to the present one. Something like a year ago our members were called upon for a revision of prices to the government. A schedule was worked out at that time consistent, we thought, with the cost of production and which has been followed very closely up to the present time not only to the government but to the commercial consumption as well; and while if we were to have followed the custom of other lines of industry working on government contracts on a percentage basis we would have been permitted to increase our prices according to the increased costs of production we stand today practically in the same position that we were at that time, and yet I believe that the most conservative of you will readily admit that our costs have materially increased since then. Take your woods' operations alone, which is a very large percentage of your production, and they have advanced from 40 to 50 per cent, and yet I say we are realizing practically no more for our products than we did a year ago, the government in a way having established our markets, the same markets naturally followed with other consumption.

I presume most of you are through with your annual inventories, have balanced your books and are at this very moment carrying around in your inside pockets balance sheets of a very satisfactory nature, but I'll gamble there are not 5 per cent of them that actually represent last year's business but, on the other hand, the large majority of them showing possibly surplus and profits, due to the fact that you have reduced your stocks materially from a year ago, which were produced at considerably under the present costs of production. Whereas, if you were to figure your business for the year on a basis of what it would actually have cost you to replace your products as against your returns a decidedly different condition would be reflected.

True, this would all work out satisfactorily in the end if we were operating continually on a rising market, or with the average business that can replenish its stocks from time to time according to the trend of the market; but what business is there outside of yours that has to begin stocking up so far in advance of the demands of it, carry the stock indefinitely, suffer depreciation and trust to God for a fair return, when it is in shape to dispose of? When you start to produce, as a rule you have got to keep on producing, whether costs advance or not, and I ask how many turnovers do you have in your business in a year that might enable you to wash off the slate of a few months of possible depression, and more than recover, with the possibility of equalizing the situation, in the lower costs of raw materials? Your source of supply was purchased five, ten, twenty and thirty years ago and represents cash and the almighty dollar very seldom goes below par.

COMING TRADE

A prominent manufacturer states, "The demand for lumber will be abnormal and at attractive prices." A wholesaler states, "We have many reasons for expecting a large volume of business during the coming year and at good prices." A conservative retailer states, "In my opinion, the prevailing prices on lumber can not and should not be reduced," and yet there is an appalling number of our members today who seem to be trying in every way conceivable to make these prognostications fail to materialize. At any event, they are an actual menace to the industry and personally I should like to see them liquidate and go into the rag business; they'll find that "picking up" continuously, whether they want it to or not.

SOME MERCHANDISING POINTERS

This brings me to a recollection of a printed leaflet I found on my desk one morning. Its author I do not know, or the source of its circulation. The boss may have passed it on to me for careful thought and reflection, after being handed some advance cost figures; in any event there were some pretty terse statements contained therein and they are worth repeating:

"Selling goods without profit is injurious to manufacturer, jobber, retailer and consumer."

"It destroys reputation, depreciates quality and leaves ruin and demoralization in its path."

"It is the father of deception, of fraud, and business hypocrisy."
 "It creates strife, discord, distrust and dishonesty."
 "It opens the doors of bankruptcy and closes the gates of opportunity."
 "It deprives honest effort of every reward, and a premium upon lying inconsistency."

"Its pernicious influence reaches down to the lowest level."
 "Cutting the price merely because you are getting an order regardless of the fact that you are making a healthy and a margin of profits is mighty poor business and a decidedly dangerous practice to follow."

Now to some of you I know it was a waste of time to repeat those little invectives. To all, however, I would suggest, if the corpse belongs to you, attend the obsequies, and I'll guarantee, if you're honest with yourselves, that one carriage won't accommodate all of the mourners.

The trouble with a great many of us is that we do not seem to have acquired as yet some of the finer points in merchandising. Take a case of an inquiry for a rather large amount of any one particular item. The first inclination is to figure how much of a concession in price we ought to make to receive the order.

Seriously, gentlemen, there has got to be more unified support given your committee than has been experienced the last several months, or it might just as well go out of business. We appreciate that the majority are co-operating, but it's the minority that are raising the devil, and it's up to you "Old Faithful" to get out and do a little missionary work on the side.

We have been accused at times of not giving enough attention to what competitive woods were doing, more recently in connection with low grade birch and gum. Possibly No. 3 gum and even No. 2 gum at certain competitive points is being offered at less than No. 3 birch, but is there any concrete evidence that it has materially decreased the sales of birch?

A man without a policy, without a definite purpose, without a strong conviction of any kind, who believes a little of everything and not much of anything, who is willing upon pressure to relinquish his opinion or any idea he has conceived, whether it be feasible or not, who does not hold to any one thing tenaciously, will never accomplish much in this world. Build up barriers, fancy you have a grievance or two, condemn everything you see, worry about things that never happened and you haven't enough gumption and courage left to lick a sick cat.

In the discussion following Mr. Butts' report the members, especially referring to the continuance of high production costs, maintained that lumber sold now cannot justifiably be sold at lower prices, as even though production cost might recede slightly in the new year, this lumber would not be ready for marketing for some months ahead. It was the conclusion, though, that as a matter of fact costs are still going up and that the soft, open winter that has prevailed through the North has not only been a serious factor obstructing production, but has greatly increased the cost of woods operations and, therefore, of the production of lumber.

Following this, C. A. Bigelow of Bay City, Mich., who has been acting as chairman of the tentative organization seeking a formal getting-together for export development, talked to the members regarding the facts upon which those fostering the export movement base their contention that no time should be lost in getting the thing thoroughly whipped into shape.

He emphasized the conditions existing in various European markets, reviewing the developments that have led up to a large potential need for lumber in such European countries as Spain, Italy, France, England and Belgium, and dwelt particularly upon the fact that it would be difficult for these countries for some time to come to secure any of their supplies from Europe and Asiatic sources hereafter relied upon to a considerable extent. He emphasized that the market is there, but that it must be immediately developed in order that early activity from other directions may not take these potential markets away from the probability of their being supplied with northern woods.

He told of the tentative plan for an export organization, which contemplates a six months' investigation by Roy H. Jones, formerly manager of the Washington office of the Northern Hardwood Emergency Bureau, saying that Mr. Jones will have behind him a tentative organization offering for export about 125,000,000 feet of hardwoods and an adequate supply of maple and beech flooring.

The plan is to conduct this investigation, after which Mr. Jones will return and make a complete report. If the expectations of those supporting the movement are fulfilled as to the potentialities of the European market, a corporation will then be formed for development of an export sales organization under the Webb-Pomerene act, backed by adequate capital and adequate stocks to carry on a continuous export campaign and on a basis that will call for an assessment of fifteen cents a thousand feet on the basis

of export stocks, and will return to the corporation for its running expenses a certain selling commission.

In outlining the plan for the organization, Mr. Bigelow dwelt upon the fact that the Scandinavian countries have marketed and inspected their forest products for European consumption through such export bodies which have enabled them to secure much better service and lower rates on ocean shipments, and expressed the belief that individual manufacturers in this country shipping abroad would be in far less favorable condition in these respects than would be a general export corporation.

The sentiment of the association was enthusiastically in support of Mr. Bigelow, it being realized that not only those directly interested in selling abroad but those also who ship only to the domestic market would benefit materially from a developing export trade, the reason being, of course, that the strength of the domestic markets would be accelerated by increased quantities of northern products shipped out of the country.

There followed then a report of the resolutions committee covering the recent death of F. T. Latimer of Ashland, Wis., and supporting federal appropriation for the continuance of the excellent work of the Forest Products Laboratory at Madison, Wis.

A resolution also covered the present vital question of utilization of cut-over lands for future development on common sense and businesslike basis by returning soldiers.

The association went on record in resolution as favoring every possible consideration for the immediate employment of returning soldiers, with the following memorandum:

WHEREAS, Owing to the demobilization of the military forces of the country and the slackening manufacturing industries there will be a large amount of unemployment during the period of readjustment; therefore be it

Resolved, That it is the sense of this meeting that this condition be ameliorated:

1. By all employers of labor giving the maximum employment to labor that circumstances will permit.
2. That particular attention be given to the employment of returning soldiers or securing it for them.
3. The immediate adoption of a policy of State and Federal improvement, particularly the building of roads in the cut-over land districts of Wisconsin and Michigan, thereby opening them for settlement.

It advocated in the following resolution the immediate return of the railroads to private ownership:

WHEREAS, The director general of railroads has recommended to the Congress of the United States that Federal control of the railroads be extended until Jan. 1, 1924, or that the railroads be returned at once to their owners, and has declared that it is wholly impracticable as well as opposed to the public interest for the government to operate the railroads for twenty-one months after peace under the present law; be it

Resolved, By the Northern Hemlock & Hardwood Manufacturers' Association:

1. That we are opposed to the immediate return of the railroads to their owners or to the government control being extended for five years.
2. That we are opposed to government ownership of railroads either for the purpose of operation by the government or for leasing to corporate organizations for private operation.
3. That at the earliest practical date Congress should enact legislation directing the Railway Administration to restore the integrity of the railroads and return them to their owners and at the same time enacting such revised regulatory measures as will insure adequate service to the public and fair returns to owners of these properties.

4. And that supervision and control should be vested in a body representative of all interests.

Along the same lines it expressed its hearty condemnation of the growing inefficiency of the present telegraph service, advocating as a means for ameliorating the condition the return of the telegraph lines to the private companies.

One of the last features of importance at this session was the election of officers, which resulted in the re-election of all those serving during 1918 with the exception of Mr. Butts, who, as above noted, resigned the chairmanship of the market conditions committee, he being succeeded by Alfred Klass. The officers then are:

PRESIDENT—George N. Harder of Rib Lake, Wis.

VICE-PRESIDENT—M. P. McCullough of Schofield, Wis.

TREASURER—George E. Foster of Mellen, Wis.

SECRETARY—O. T. Swan of Oshkosh, Wis.

CHAIRMAN OF THE MARKET CONDITIONS COMMITTEE—Alfred Klass of Oconto, Wis.

Clubs and Associations

Congress of Lumber Interests

Plans have been announced for a lumber congress to assemble in Chicago April 14, 15 and 16. It will immediately precede the annual meeting of the National Lumber Manufacturers' Association, and it will take in all branches of the lumber industry from logging to the selling of the product to final consumers, and the proper use of wood. Members of every branch of the industry will be invited to attend the congress and take part in the program. Trade extension, lumber economics, logging, manufacturing, distribution, problems of transportation, publicity and advertising, are some of the subjects that will come up for consideration. Though the entire list of speakers cannot be announced now, W. B. Colver, chairman of the Federal Trade Commission; H. S. Graves, chief of the forest service, and B. S. Cutler, head of the bureau of foreign and domestic commerce, will be on the program.

Foreign Trade Convention to Meet

The sixth annual meeting of the National Foreign Trade Council will convene in Chicago, April 24, for a three days' session. The body of business men who are expected to come together on that occasion will have plenty of work before them, for the prime subject for discussion and action will be, how shall we meet our foreign trade needs? The subject includes so much that it will afford abundant topics for papers and addresses for the whole three days. Noted trade leaders from all parts of the country are expected to be present to lend their assistance to the movement. Concerted action is needed to meet the present uncertainty of the foreign trade situation. This can best be attained by assembling representative men from all lines of business and every section of the country, obtaining from them their expert opinion and then moulding this opinion into a vigorous policy, to prevent depression during the transition period.

Wood Preservers and Tie Contractors Meet at St. Louis

The annual meeting of the National Wood Preservers' Association and the annual conference of the tie contractors were held in the order above given at the Hotel Statler, St. Louis, Mo., on January 26 to 31. During the session of the wood preservers an address was given covering service tests on ties and timber, by J. H. Waterman.

John Foley, assistant manager of the forest products section of the federal railroad administration, addressed the meeting on the subject of procuring and preserving cross ties.

The National Organization of Timber and Tie Men was formed at the session on January 31, at which all the tie contractors were called into conference.

The tie men were addressed Thursday afternoon by M. E. Towner, manager of the forest products section of the United States railroad administration.

Protest Demurrage On Lumber On Docks

The managing committee of the Baltimore Lumber Exchange, at its monthly meeting held February 4, discussed the decision of the Merchants & Miners' Transportation Company to charge demurrage on lumber as if it were carried in railroad cars. The members of the committee failed to see how such a charge could be equitably imposed in view of the fact that, unlike the railroads, there is no delaying of cars or other loss to the steamship company involved, the lumber being put on the dock as it arrives aboard the company's steamers. It is very probable that representations in the premises will be made. Chief Inspector J. G. Creamer was directed to augment the staff of lumber inspectors, to the end that the work of handling shipments might go forward without delay, and that existing vacancies and others to come may be filled. President P. M. Womble occupied the chair.

Memphis Has Jobs for Returning Soldiers

"The finding of positions for the men who have returned or who are returning from the cantonments in this country or from overseas service is the most important issue confronting the business men of Memphis and every other city, village and community in the United States," declared Earl Palmer, chairman of the Chamber of Commerce soldier-employment committee at the semi-monthly meeting of the Lumbermen's Club of Memphis Saturday, February 1.

"We lumbermen cannot afford to turn a cold shoulder to these men when they are seeking employment with us after we cheered them so vociferously as they marched away to the cantonments. It is squarely up to us to take care of just as many of them as we possibly can and we must do it even if we have to let the women, who have been filling their places, go. The place of women is in the home. If the men are given employment on a profitable basis they will take care of the women by marrying them and making homes for them."

George C. Ehemann, chairman of the river and rail committee, called attention to the big reduction in ocean freight rates on lumber and forest products—from \$3.50 to \$1 to \$1.15 per hundred pounds.

The club, according to announcement of E. T. Dooley, chairman of the entertainment committee, will give a banquet at the Hotel Gayoso the evening of February 21 to be attended by members of this organization, their wives, daughters and sweethearts. Cabaret, dancing and other features will characterize this function. Mr. Dooley said the dinner dance at the Colonial Country Club the evening of January 31 was an exceedingly enjoyable affair. It was under the auspices of the Lumbermen's Club.

H. J. M. Jorgensen, president of the club, announced that he would attend the national waterways meet in Washington this week and was authorized to appoint other delegates because of the importance of this meeting to the lower Mississippi valley, including Memphis.

Exporters Take On New Members

At the annual meeting of the National Lumber Exporters' Association in New Orleans, January 22 and 23, the addition to the membership of sixteen firms and corporations was announced, as follows:

Reese Scott Company, Ltd., New Orleans.
Cyrus P. Shafer Lumber Company, South Bend, Ind.
Samuel E. Barr, New York.
W. P. Brown & Sons Lumber Company, Louisville, Ky.
George W. Hartzell, Piqua, O.
James E. Stark & Co., Memphis, Tenn.
Liverpool Hardwood Company, New York.
O. H. Sample Lumber Company, St. Louis.
L. D. Murelle Lumber Company, Inc., Memphis.
Thompson-Katz Lumber Company, Memphis, Tenn.
Stimson Veneer & Lumber Company, Memphis, Tenn.
Otis Manufacturing Company, New Orleans.
C. L. Willey Company, Chicago.
Pickrel Walnut Company, St. Louis.
Cincinnati Walnut Lumber Company, Cincinnati.
Wood Mosaic Company, New Albany, Ind.

Fred. Arn, the retiring president, in the course of his address, severely criticized the authorities at Washington for discriminating in favor of cotton in the matter of through bills of lading, and withholding such a concession from lumber. A special committee was named, including John L. Alcock of Baltimore, to make proper representations in the premises and also endeavor to secure a removal of the restrictions which Great Britain continues to impose on the importation of American woods. The other members of the committee are A. S. Williams of the Astoria Veneer Mills & Dock Company, New York, and M. J. Dukes of the R. A. & J. J. Williams Company, Philadelphia.

Statement Regarding Ocean Rate Reductions

The Southern Hardwood Traffic Association has issued the following statement to its members regarding the reduction in ocean freight rates, both present and prospective:

Shipping rates from the United States to the United Kingdom have been cut from \$3.50 to \$1 per hundred, a reduction of 66% per cent. In the past week we have been advised of three rates from New Orleans to Liverpool, \$1, \$1.15 and \$1.25, all British liners. The United States Shipping Board advises that it will equalize the New York-Liverpool rate through New Orleans. In other words, if you were shipping to New York on a 41-cent rate, your rate to Liverpool would be \$1.41 either through New York or New Orleans. It will therefore be seen that the English rate is better than the United States Shipping Board rate.

The steamship managers of New York state that the rate is fixed at the dead bottom, and that shippers will act wise if they contract in advance. We do not agree with their views, however, as the indications are that the rates will decline somewhat further. We feel that it will be quite unwise to book any large amount of business on the rates quoted here because, in our opinion, if a firm offer were made, the steamship companies would be inclined to still further reduce their rates.

We quote these rates for the benefit of our members in order that they may see that there is good prospect of a stabilized and reasonable rate within the near future.

Commenting on the foregoing, Mr. Townshend, secretary-manager of the association, said:

I am inclined to think that the rate will drop as low as 50 and perhaps as low as 40 cents in the near future. That would represent an increase of 100 to 150 per cent over the pre-war rate, and this looks as if it were large enough to cover any increased expense or risk brought about by the war and the scarcity of ocean shipping space, which is now being rapidly overcome. Every booking that is made at present rates would entail loss to the shipper or to the importer, and for that reason I am inclined to advise caution in making bookings at the current level.

The association is rather strongly of the opinion that there will be no legislation at this session of congress on railroad ownership, but it is frankly afraid of the power of the railroads to initiate rates without the approval of the Interstate Commerce Commission. It says on this point:

It hardly seems probable that any general legislation will be enacted at this session. It is highly desirable, however, that each member write to his senator and congressman urging that the power of the commission to suspend advances be immediately restored. The carriers have under consideration several radical advances which, under present conditions, they can put into effect without the approval of the commission. If the power of the commission is not immediately fully restored your rates may be advanced in excess of the 25 per cent increase already allowed, while other commodities will not be advanced.

L. W. Crow Becomes President of the Chicago Association

Through the death of C. B. Flinn, a day after his election to the presidency by the directors of the Lumbermen's Association of Chicago, L. W. Crow, who at the same time was elected vice-president, came into the presidency. Mr. Crow is an old-time member of the Chicago trade and is an able and popular lumberman. He served a term as president two or three years ago.

Mr. Crow's office as vice-president is now filled by F. J. Heidler, member of the board of directors.

With the Trade

Northern Expert Makes New Connection

R. G. Maislein, who has been connected with northern hardwood operations for a good many years, has just accepted a position as lumber buyer for the Hamilton Manufacturing Company of Two Rivers, Wis. Mr. Maislein has had a thorough knowledge in the lumber business in the operating, buying and selling ends. He is one of the best known and best-posted men connected with the northern hardwood field. He terminates a period of fifteen years' employment with the G. W. Jones Lumber Company of Appleton, Wis., for whom he has served as buyer and salesman of northern hardwoods in Wisconsin and Michigan. In his new connection, Mr. Maislein will have charge of the purchasing of some 5,000,000 feet of northern hardwoods each year, this material going into the manufacture of printer's furniture, wood type and special work.

Crossman Lumber Company Organizes

The Crossman Lumber Company has been organized and incorporated at Grand Rapids, Mich., the principals being A. C. Wells of Menominee, Mich., and Earle Crossman of Grand Rapids. Mr. Crossman has been associated with the A. L. Dennis Salt & Lumber Company of Grand Rapids, Mich., for a good many years, having up to the time of his resignation been secretary and sales manager. Mr. Wells is vice-president and general manager of the J. W. Wells Lumber Company and the Girard Lumber Company, Menominee, Mich.

Mr. Wells is president of the new company, Mr. Crossman being secretary, treasurer and manager.

The concern will do a northern hardwood business in Grand Rapids, maintaining offices in the Murray building, and is now making arrangements to install two yards.

Sabine Tram Will Build Hardwood Mill

The Sabine Tram Company of Beaumont, Tex., is about to take up a project which has been postponed for a couple of years on account of the war. The company has extensive pine and hardwood holdings in Texas, and the one large mill at Deweyville has been operating on both pine and hardwoods. Construction of the hardwood mill will shortly be started, which will give two operations, one exclusively pine and one exclusively hardwood.

Joins New Deemer Manufacturing Company

F. H. Stanford, who has been associated with the hardwood business for a number of years, and who recently served as assistant secretary to the erstwhile Hardwood Manufacturers' Association of the United States, has joined the forces of the New Deemer Manufacturing Company, Inc., of Deemer, Miss. Mr. Stanford becomes sales manager and has already taken hold of his new work.

At a meeting of the board of directors held during January there was a thorough inspection of the entire operation, and it was decided to make a great many improvements and additions to the plant and logging equipment. It is expected that these changes will about double the present capacity and will bring the cut up to considerably over 100,000 feet a day of high grade southern hardwoods.

It is estimated that the company has a timber supply sufficient to give at least twenty five years of cut, which will consist principally of oak and gum with a small percentage of pine and miscellaneous hardwoods.

It is the company's intention to develop an extensive sales organization, enabling it to market direct to the consumer.

Tie Company Elects New Officers

At the annual meeting of the stockholders of the Mercereau Hawkins Tie Company, Huntington, W. Va., held recently, the following officers were elected: E. K. Mercereau, chairman of the board; H. B. Mercereau, president; C. W. Peters, vice-president and general manager; F. B. Thornberg, secretary and treasurer.

Putting Pep into Hardwood Sales

A new combination was recently formed in Memphis, officially starting on February 1, that promises to be unusually productive of results. H. J. Richards, one of the best known and best posted men in the Southern field, on that date assumed active charge of the sales affairs of the H. W. Darby Hardwood Lumber Company of Memphis, one of the more recent and most aggressive firms in that hub of hardwood affairs. Mr. Richards leaves the sales managership of J. H. Bonner & Sons of Memphis, for his new work. He has been with this popular and widely known organization for two years, having opened the company's Memphis office when he joined it.

Darby, while a young man, is an old hand at the game. He has built up a solid and distinctly successful business by sheer force of character and ability. His early days were spent in the most humble connections with the hardwood industry and his rise to a position of national significance in the business has been brought about entirely through his own efforts.

His first job was with Banks & Company at Hernando, Miss. This was back in 1905 when he was paid \$1.25 a day for work in the woods. After two years he was put on the lumber buying end, where in his five years of work he acquired a well grounded knowledge of grades. In 1910 he went to Memphis with the E. Sondheimer Co., and a little over a year later he launched his own craft at Holcomb, Miss., where he started a lumber jobbing business, doing all the hard work himself. This was really the beginning of a remarkably successful career, for while he shipped only about ten cars a month in the old days at Holcomb, he had passed the one hundred cars a month mark in 1918. Mr. Darby opened his headquarters in Memphis in March, 1918, having come there from Grenada, Miss., to which point he had moved in 1914. His organization now markets the entire cut of his six mills, all operating on Mississippi timber.

Richards originates in Chicago, but has spent most of his twenty years of lumber history right down on the job where they make the sawdust. His beginning was unobscure but his rise consistent and rapid. He had Chicago connections till 1905 though most of this period was spent right out in the sticks. In that year he became receiver for the Tigertail (Tenn.) Mill & Land Co., which job took him three years to finish. From here he jumped into the game on his own hook, starting up a mill of his own in Louisiana. He surrendered this project July 1, 1914, when he returned North and became a Chicago commission man. A year and a half later he again went South, this time as sales manager for the Tallahatchie Lumber Co., Philip, Miss. This was his last venture up to the time he joined J. H. Bonner & Sons.



L. W. CROW, NOW PRESIDENT CHICAGO LUMBERMEN'S ASSOCIATION



R. G. MAISLEIN, BUYER FOR HAMILTON MANUFACTURING COMPANY, TWO RIVERS, WIS.



F. H. STANFORD, SALES MANAGER, NEW DEEMER MANUFACTURING COMPANY, DEEMER, MISS.

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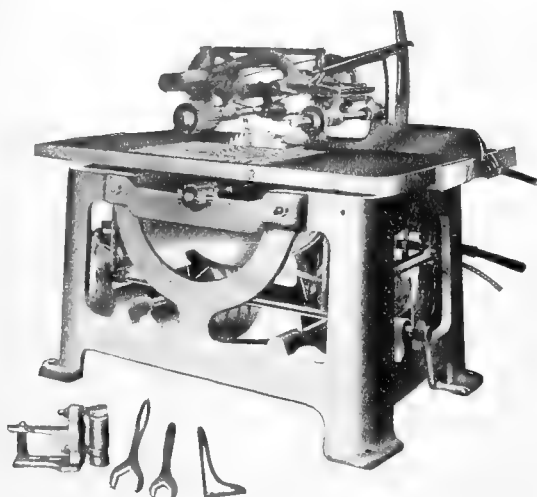
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Chicago Loses Interesting Character

With the sudden death of Charles B. Flinn, the lumber trade of Chicago has lost one of its most virile, interesting and useful members. Mr. Flinn was seventy-two years of age when he died, and was in the harness every minute. As a matter of fact, it was a curious coincidence that just five minutes prior to his sudden passing away at his desk he had expressed to his partner the wish that he might stay in harness up to the end and die at his desk. He had hardly ceased talking and taken up his routine work when his wish was granted. Mr. Flinn had just the day before been elected by the board of directors of the Lumbermen's Association of Chicago to the presidency of that important body.

He had been associated with the lumber business in this city since 1868, at which date he came here from Maine at the close of the Civil war. He had always been considered one of the mainstays of association work and particularly during the period of the war when the Chicago association was so active in war endeavors. Mr. Flinn is deserving of a good share of the credit for the remarkable record made by the Chicago lumber fraternity. His success in this work covered subscriptions to the various war causes and was due to the unquestionable patriotism that inspired him to devote practically all of his time to it. Himself a veteran of the Civil war, he expressed himself as feeling that as he was unable to take up active service he could best express his feeling by "carrying on" behind the lines.

Mr. Flinn's personality was very vivid and his character was such that he held the cordial respect, esteem and affection of everyone in the industry.

Funeral services were held in the chapel of Oakwoods Cemetery, there being a large delegation of local lumbermen present. Services were in charge of Rev. Erwin Thompson and of Mr. Flinn's comrades of the Phil Sheridan Post of the G. A. R. of Oak Park. The services were held according to the G. A. R. ritual.

During the services, Mr. Flinn's war record, as prepared several years ago for the benefit of his sons, was read. It makes a most interesting recital as follows:

MY DEAR SON: I enlisted in Bangor, Me., in September, 1863, at the age of 16. I was sent as a recruit to the 19th Maine regiment. This regiment was then serving in the second army corps of the army of the Potomac. I went from Bangor by boat all the way to Alexandria, Va. There I rode on the flat cars loaded with hay and grain—the first ride I ever had on a railroad—and joined my regiment at Culpeper, Va.

The regiment was lying in the field without tents; in fact, the whole army was in this condition at the time I joined. I slept in the open field under a blanket the first night and for many nights afterward before I had the luxury even of a small tent. The army started moving the day I joined the company and was on the move most of the time for two months, with very bad weather prevailing in October and November of '63. Three weeks from the day I left Bangor I was in the battle of Bristow

Station. At the beginning of the winter of '63 and '64—after the army had made its celebrated raid to Mine Run in the rain and mud—we went into winter quarters. There I had a sick spell for about three weeks but did not leave the regimental hospital.

I served part of the winter of '63 and '64 in the provost guard. In the meantime, for some reason or other, the captain made me a corporal. The second day of May, 1864, the army moved across the Rapidan River, a small stream in Virginia, into the country where the Battle of the Wilderness was fought. On May 3 the company I was in had about one-half of its men killed and wounded and taken prisoners in a battle. Then the army moved by the left flank to Spottsylvania and fought there for twelve days; then another flank movement from the left took them to Cold Harbor. We were there for twelve days. Here I was in the celebrated charge of Gibbons' division, General Gibbons being our division commander. This charge is said by some authors to be equal to General Pickett's charge at Gettysburg.

Being unable to break General Lee's lines at either the Wilderness, Spottsylvania or Cold Harbor, our army took another flank movement by the left across the James River and marched for Petersburg. And history tells us that when we arrived at Petersburg we might have captured the town, but we waited two days for Lee's army to get around and confront us again and then you know from history that the siege of Petersburg waged for about ten months and the works were never taken by assault; but Grant increased his army and continued to move by the left flank and the enemy had to retreat. The movement on the left was continued and when General Lee's army surrendered they were marching directly west. The army of the Potomac had succeeded in cutting off their southern retreat.

I was slightly wounded at Petersburg, June 28, 1864, and was away for a few weeks, returning to the company and being made sergeant, never leaving it after that until Lee surrendered at Appomattox. After the surrender we marched back to Washington. On that march we made twenty miles a day. The roads were in fine condition and happier men never marched, as every step took them nearer home. I marched in the grand review with the army of the Potomac down Pennsylvania avenue. After this review the regiment was mustered out so all of the early enlisted men in my regiment went home. The recruits of my regiment and those of several other Maine regiments were assembled and consolidated into the 1st Maine Heavy Artillery.

I served in this regiment—Company K—during the summer of '65 doing all kinds of soldier's work around the city of Washington. In September, 1865, we were ordered to Bangor, Me., and mustered out, I having served just two years.

I write this to you thinking, perhaps, if anyone should ask you where your father served and in what regiment you would not be able to tell them. If you will be kind enough to keep this you will always have something to refer to should you wish to do so.

The eulogy in behalf of the Chicago association was delivered by Col. Henry Stephens, lifelong friend of Mr. Flinn. In closing his remarks Mr. Stephens said:

The life's work of Comrade Flinn will endure as a monument to his name; a heritage to those who are left here to mourn his loss, while cherishing the recollection of his generous and kindly deeds.

Faithful in his boyhood, firm in his service wherever duty called, fidelity marking every footstep throughout his long business career, devoted husband, fond father, genial friend and comrade, we bid him farewell.



We Are Always In Touch With Our Customers and Mill



To give the full measure of service it is not sufficient that the lumber merchandiser confine his attention exclusively to the customers, leaving his shipping connections to take care of themselves. Nor can a man successfully merchandise his product if his entire time is taken up with the manufacturing end. The basis of our organization is a system which makes possible a constant, direct current from the factory customer through us to the mill, and from the mill through us to the factory consumer.

It is easy enough to camp with your customers and make all kinds of promises, trusting to luck that you will find ways of fulfilling them afterwards. The point is that with our direct contact with the customer and with the mill at the same time, we know exactly what we can do and so can guarantee our ability to live up to our agreements.

Now, while the tide of industry is slowly ebbing back to normal it is gratifying to anyone to know that he can absolutely count on a thing working out exactly as planned. So, as your lumber requirements develop you can well afford to fill them through an organization that has a national reputation for strict dependability and straight grade shipments.

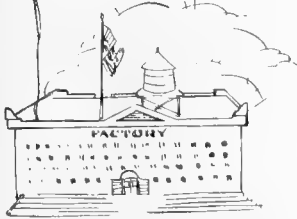
Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

MANUFACTURERS AND WHOLESALERS

PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm



He has fought his last great fight, his tired hand folded above his faithful heart. He has passed through the dark night of death into the light and brightness of an eternal morning.

Many old-time members of the Chicago trade expressed themselves as feeling a distinct loss over the death of their old-time associate.

The Lumbermen's Association through a committee composed of William Kurz, John J. Anderson and John A. Olson, compiled and adopted the following resolutions:

WHEREAS, The board of directors of the Lumbermen's Association of Chicago learns with deep regret and profound sorrow of the sudden death on Friday, Jan. 24, 1919, of C. B. Flinn, president of this association, also of the Metropolitan Lumber Company, for over fifty years our associate in the lumber trade and one of the few remaining members of the trade of the earlier days of Chicago, a man whose enterprise, foresight and business integrity had won for him not only a competency, but furnished also an inspiration and example of business energy and ethics worthy of emulation; therefore be it

Resolved, That in the death of Mr. Flinn, the lumbermen of Chicago have lost a friend and associate whose affability and many splendid qualities of character had endeared him to all who knew him; be it further

Resolved, That we tender to his bereaved family our deepest and heartfelt sympathy in this hour of their great affliction, and remind them that their surest consolation may be found in the unsullied record of his earnest and faithful life.

Watchful, untiring and unsparing of himself he laid down his life unfinished, but faithful to the end.

Mr. Flinn was born in Maine in 1847. He had been very active in lumbering in the operating as well as the selling end during the entire period since he came to Chicago.

He leaves a widow and two sons, Frank B. Flinn and Charles F. Flinn of San Francisco.

Charles F. Latimer Dies

Charles F. Latimer of Ashland, Wis., died suddenly on Wednesday morning, January 29, in his apartment in the Kenwood hotel, Chicago. Mr. Latimer had been associated with the banking business and lumbering industry for a good many years, being sixty-two years old at his death.

His first connection in the banking business was at Muskegon, Mich., at the age of fourteen, and he thereafter made rapid advancement. Muskegon, Mich., in those days was a distinctly lumbering city, and through his constant association with lumbermen he naturally became involved in the lumber business.

He left there for Ashland, Wis., in the '80s, and soon became interested in the lumber business, and in 1895 he organized the Ashland Lumber Company. This was back in the old, white pine days of Wisconsin, and this concern shortly became one of the most important factors in the production of that famous material. In addition to his connection here

Mr. Latimer was director and vice-president of the Foster-Latimer Lumber Company of Mellen, Wis. He was an officer in the Peninsula Lumber Company of Portland, Ore.; was interested in the Lyon Cypress Company of Louisiana, and with the West Coast Timber Company of Oregon, and the West Side Lumber Company of California.

Barge Line Loses Money

The barge line operating under government control between St. Louis and New Orleans, consisting of five tow boats and twenty-nine barges, in its operation to the last of November, earned \$48,500 and expended \$52,000, exclusive of overhead expenses. The boats averaged five round trips each between the two cities.

Atlas on World War

The Rand, McNally Company of Chicago and New York has issued a remarkably complete Atlas of the World War, showing maps of all the nations engaged in the conflict; continental and world maps, showing national interrelations, world commerce routes and colonial interests of warring nations. Also a chronological summary of the principal events of the war from its inception to the present time, with a general analysis of conditions and progress of the great conflict.

The Atlas is undoubtedly of such a character as to be of great value to those contemplating foreign trade endeavors, as it gives a vast amount of valuable information and a graphic idea of trade routes and extent of foreign markets.

Government Will Have Regular Sales Force

Plans have finally been completed for a formal sales organization to dispose of surplus material in the hands of the War Department. The work will be divided under various directorships, under the general supervision of C. W. Hare.

The sale of all building materials of all kinds, including finished materials, fabricated stock and equipment will be under the direction of Major Crunden, while the sale of automotive vehicles as well as horse drawn trucks will be under the direction of Captain Glover.

The quartermaster stores, including such items as food, clothing, cots, horses, mules, paints, etc., will be handled by L. H. Hartman.

It is stated that materials on hand will be sold from time to time as demand requires in the following manner:

Lumber will be sold through producers in line with a general agreement with producers. The remainder of the material will be sold either for cash at auction to the highest bidder under a sealed proposal or at current market prices, if there is a current market for the respective articles.

Great Increase in Trade

The little table below tells a remarkable story of trade development for the United States in ten years. The figures show the balance of foreign trade in our favor for each of the specified years:

1909.....\$	252,677,921	1914.....\$	324,348,049
1910.....	303,354,753	1915.....	1,776,074,152
1911.....	560,167,586	1916.....	3,091,005,766
1912.....	581,144,938	1917.....	3,281,044,642
1913.....	621,121,812	1918.....	3,050,000,000

Scarcity of Homes and Apartments

It has been known for some time, in a general way, that, because of non-activity in building operations a shortage of dwelling places has occurred in this country; but this knowledge has been supplemented by investigations carried out by the Department of Labor, and a report on the subject has just been made public. In many localities the house shortage is acute, while in fewer than five per cent of the cities covered by the investigation was it found that no shortage of houses is felt. The shortage will increase as demobilized soldiers return home and begin a search for places in which to live.

Hardwood News Notes

◀ MISCELLANEOUS ▶

The Kansas Veneer Products Company has been incorporated at Wamego, Kan.

The Harwell Lumber Company, Crooked Bayou, Ark., has just completed a band saw mill cutting oak and other hardwoods.

Jackson Boyd has been appointed receiver for the Greencastle Cabinet Company, Greencastle, Ind.

The capital stock of the Chickasaw Lumber Company, Demopolis, Ala., has been increased from \$150,000 to \$275,000.

The Alston-Parker Lumber Company, Tuscaloosa, Ala., has dissolved as a corporation, but continues as a partnership under the same name.

The following have incorporated: The Kirkpatrick Lumber & Tie Company, Birmingham, Ala.; the Romine Woodworking Company, Orange, N. J.; the P. & M. Table Company, Baltimore, Md., and the Kincaid-Swain Furniture Manufacturing Company, Asheville, N. C.

The Twin City Box Factory, Minneapolis, Minn., has been succeeded by the Twin City Box & Lumber Company, which company has incorporated.

The death of N. B. McClanahan, president of the Ship Island Lumber Company, Sanford, Miss., is announced.

J. W. Wuborne has been appointed trustee for the Blue Ridge Furniture Company, Marion, N. C.

The United States Spruce Lumber Company, New York, N. Y., has incorporated with a capital of \$100,000. Other incorporations are: The Arlington Casket Company, Arlington, Mass., capital \$20,000; the Calcasieu Saw Mill Company, Lake Charles, La., \$90,000 capitalization.

The General Manufacturing Company has succeeded the Minn Billiard Company, Milwaukee, Wis.

The capital stock of the Miller Lumber Company, Marianna, Ark., has been increased from \$100,000 to \$150,000.

An involuntary petition in bankruptcy has been filed by the Howard Shipyard & Dock Company, Jeffersonville, Ind.

The Pekin Hardwood Lumber Company, Pekin, Ind., has sustained a loss by fire.

◀ CHICAGO ▶

Harry Freiberg of the Freiberg Lumber Company, Cincinnati, O., was in the city about two weeks ago following the export meeting at New Orleans, La., when the exporters made a visit to the mahogany plants of the Freiberg Lumber Company and the Otis Manufacturing Company.

Julius Spicker of the Dean-Spicer Company, Chicago, just returned from Cincinnati, O., and will leave in a few days for the East.

Bob Lockwood of the Memphis Hardwood Flooring Company, Memphis, Tenn., was in the city last week.

Garrett Lamb of the Lamb-Fish Lumber Company came from the mill at Charleston, Miss., recently en route to Clinton, Iowa, to pack his trunk for a trip to Los Angeles, Cal., where he will join Mrs. Lamb.

"Duby" (L. P. Du Bose) of the Lamb-Fish Lumber Company, Charleston, Miss., was in the city the other day spending a day or two in court, winning a suit for his company.

George Kerns of the George F. Kerns Lumber Company, city, has been spending the past several weeks in Florida. He testifies that it is "some place" for rest and recreation, although confessing that this millionaire class is a little high-stepping for him.

W. O. King of Chicago in speaking of his son, William, formerly connected with him before joining the army, regrets that the young man seems to be a permanent fixture in France; the captaincy no doubt has added to his responsibilities.

The Ottawa Pianophone Company of Chicago and Geneva, Ill., has changed its name to the Hiawatha Phonograph Company.

The L. D. Murrelle Lumber Company, with headquarters at Memphis, Tenn., has an office at 705 Tacoma building, Chicago.

The A. H. Vilas Company, city, has been succeeded by the Vilas-Harsha Manufacturing Company.

Wm. M. Messer, M. G. Wesenberg and Isadore Simon have incorporated the Western Hardwood Lumber Manufacturing Company, city, with a capital of \$10,000.

The Roseland Mill & Lumber Company, Chicago, has been succeeded by the A. T. Stewart Lumber Company.

Nelson C. Brown, a member of the trade commission of the Department of Commerce at Washington, recently returned from an investigation of Mediterranean lumber markets, passed through Chicago about ten days ago on an educational or rather a reporting tour, which will take him to the principal lumber producing territories interested in foreign trade development. Mr. Brown has issued a statement which appears elsewhere in this issue.

J. M. McLaughlin, sales manager for the Wisconsin Cabinet & Panel Company, New London, Wis., was in Chicago for two or three days of last week on his way back from an extended eastern trip. Mr. McLaughlin is selling the goods and says that the orders are there, but it is necessary to go out and get them.

P. J. Lawrence of the P. J. Lawrence Lumber Company, St. Louis, spent a little time in Chicago as one link in a cycle trip around through the middle-western consuming points. Mr. Lawrence says he is selling a good deal of lumber and finds if he goes after business in the right way and keeps a good, stiff backbone he can get it. He anticipates a very good year during 1919.

Friends of Jack Dean of the Dean-Spicer Company, Chicago, are beginning to get used to seeing him back again in citizens clothes. Mr. Dean came out of the aviation service with lieutenant's bars and has gradually eased back into his old connection. He is now completely equipped and on the old job ready for business as usual.

Ben S. Woodhead, president of the Beaumont Lumber Company, Beaumont, Tex., was in the city for a brief stop about a week ago, leaving Chicago for Kansas City.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, and C. A. Bigelow, Bay City, Mich., president of the organization of Wisconsin and Michigan manufacturers to boost foreign trade, and C. A. Hamar of Chassell, Mich., were "northern notables" who briefly graced Chicago last week.

J. A. Brost of the sales force of the Paepcke Leicht Lumber Company, Chicago, has obtained his release from Great Lakes and is now in citizens' clothes and calling on the trade in and around Chicago.

◀ BUFFALO ▶

James H. Walsh, eastern representative of the Paepcke Leicht Lumber Company of Chicago, who makes his headquarters in Buffalo, has been awarded an indefinite furlough from the U. S. Marine Corps in which he has been serving and will be back calling on his trade again immediately.

Charles Clifton, president of the Pierce-Arrow Motor Car Company, has written an optimistic forecast of the year 1919 in the automobile industry, in which he says that the manufacturers regard present unsettled conditions as only temporary and look ahead to certain future great activity and prosperity in industry and commerce in those countries not adversely affected by the war in Europe. All such activity will call for more general use of motor trucks and passenger cars. He concludes:

"Normally the production and sales of motor vehicles in this country increased at a rate of forty per cent a year. In 1915 and 1916 the passenger car increase was fifty and eighty per cent, and last year there was a decrease of nearly forty per cent. If the normal increase had been maintained throughout this fourth year period the output last year would have been approximately 2,250,000, instead of the actual production of 1,044,754, and there would have been built about 700,000 more cars than were actually made. So there is an apparent shortage of that many cars. For the year 1919 there should be a potential market for 3,000,000 cars, but not more than half of this number will be produced, in all probability."

R. D. McLean of the McLean Mahogany & Cedar Company and H. A. Plumley of the Hugh McLean Lumber Company were in New Orleans in attendance at the convention of the lumber exporters. Both also visited some of the Southern mills before returning.

A. E. Davenport has retired from the lumber business and his interests in Davenport & Ridley, Inc., of which he was one of the organizers, have been bought by B. F. Ridley, Raymond S. Ridley and William A. Quast, who are continuing in the hardwood trade at 1128 Seneca street. Mr. Davenport has had no active connection with the company for some time, but has been giving his attention to the automobile business.

The Atlantic Lumber Company lately purchased the Scatcherd yard at 1055 Seneca street, which it has been occupying for several years, and where it has probably the second largest stock of hardwoods in this market. The consideration is said to have been about \$100,000, though the amount has not been made public. The yard for many years was owned and occupied by the lumber business of Scatcherd & Son.

It appears that the opposition to the plan of certain congressmen for this country to put money into the Welland Canal improvement has had

RED GUM

100M' 4/4 No. 1 Com.
PLAIN
12M' 8/4 FAS
PLAIN
3M' 8/4 No. 1 Com.
PLAIN
100M' 4/4 No. 1 Com.
QUARTERED
15M' 8/4 FAS
QUARTERED
8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



its effect here. Governor Smith came down from Albany a few days ago and gave a hearing to citizens at which they presented their views on various legislative matters. Buffalo has a good many staunch barge canal supporters, among them ex-State Senator Henry W. Hill, who with others easily showed what an injury a deep waterway north of us would do to this territory and our own ocean ports besides. It was the old Erie Canal, drawing not more than six feet of water, that made New York city our leading seaport, and our new canal will continue this advantage, if it is handled properly and is not offset by competition. Governor Smith therefore promised that he would make every effort to induce the Legislature to request representatives in Congress to oppose this measure.

A. J. Elias was one of the citizens present at the meeting of protest held here and made a few remarks in favor of a larger use of the Erie barge canal by shippers.

< PITTSBURGH >

The annual convention of the Retail Lumber Dealers' Association of Pennsylvania will be held in the William Penn hotel, this city, next week. A splendid program of speakers has been arranged.

The woodworking plant of the Eastman Manufacturing Company, Union City, Pa., was damaged \$3000 by fire January 20. A large amount of finished hardwood lumber was consumed.

The Frampton-Foster Lumber Company reports that railroad business in hardwoods is picking up rapidly. Inquiries this month are very much better than in January.

The plant of the United States Chair Company at Corry, Pa., was burned January 21, with loss of \$40,000. A carload of finished chairs was destroyed. It is likely that the plant will be rebuilt at once.

The Peoples Lumber Company of Columbiana, Ohio, will shortly locate a big yard in Wellsville, Ohio.

The Homer D. Biery Lumber Company of Pittsburgh is doing a nice business in railroad ties, but finds that mining trade is slumping off considerably.

The American Lumber & Manufacturing Company says that business is just about one-half what it ought to be at this season. General Manager Harding looks for a big buying movement to start in the early summer.

The Burnsville Rim & Spoke Company, capital \$5000, has been organized at Burnsville, W. Va., to operate a dimension and planing mill. The members are: J. C. Remage of Gassaway, R. M. Johnson, M. W. Hefner, John S. Bender and W. S. Barnes, all of Burnsville.

A new handle factory will be built soon at Hillsville, near Ligonier, by

James Berk of Hillview and other men of that place. It will manufacture axe, pick and hatchet handles.

The Acorn Lumber Company reports industrial business in hardwood trade slow this spring. There is no demand and wholesalers are not trying to push the situation, but are going to wait until business conditions are better adjusted.

< BALTIMORE >

F. L. Winchester of the Champion Fibre Company, who makes his headquarters at Asheville, N. C., was in Baltimore last week. He stated that operations were proceeding satisfactorily and the outlook was good.

Frank Heim of Richard P. Baer & Co. has returned from a trip of five weeks spent at Mobile, Ala., where the firm operates a sawmill as the Magazine Hardwood Company, and at Bogalusa, La., where a big plant for the manufacture of gum lumber especially is about to be put into operation. Work on this plant has been greatly delayed, but it is expected that actual sawing of lumber can be commenced within a very short time. Mr. Heim states that the labor situation in the South still presents difficulties, the shipbuilding yards in particular being able to offer high wages and attract workers in large numbers. Otherwise the outlook appeared to be quite promising.

Building operations here still proceed at a very moderate pace, the stated value of the new structures for which permits were issued by the building inspector during January being not more than \$114,058. Included in the structures to go up were forty-six two-story brick dwellings, twenty-four garages, a one-story brick warehouse, a one-story store building and a frame stable. Additions and alterations called for an outlay of about \$170,000 more. The outlook is regarded with much hopefulness, and in this connection the statement is made that a number of new building projects are in contemplation.

Campbell V. Helfrich, who virtually managed the lumber firm of George Helfrich & Sons, on West Baltimore street, this city, died January 23 after an illness of only a few days of influenza. He was thirty-seven years old and leaves a widow and three children. His father, Samuel D. Helfrich, has been in ill health for a number of years.

< COLUMBUS >

The Sandusky Sash, Door & Lumber Company, Sandusky, has been chartered with a capital of \$100,000 by Martha M., Mary A. and Edward H. Weitmeier, William J. Fisher and Mary F. Meyer.

The partnership of E. J. Jones & Co., located at 406 West Spring street,

builders' millwork, has been reorganized under the name of E. J. & W. E. Jones & Co. Emerson M. Jones has been admitted to the partnership, which formerly consisted of Evan J. Jones and William Eugene Jones. The concern has added to its former line manual and carpenter benches.

At the annual meeting of the Cleveland Board of Lumber Dealers, held recently, the report showed a rather prosperous year, despite the drawbacks which attended the lumber industry. Secretary J. V. O'Brien made a lengthy report in which he reviewed the business of 1918.

The Kirkpatrick Lumber Company, Cincinnati, has purchased a controlling interest in the Constance Lumber Company of Mansfield, O.

H. B. Smith, formerly connected with the E. M. Lang & Sons Company, Cadiz, O., has accepted a position with the Pacific Lumber Company, Los Angeles, Cal.

Nicholas Kuntz, a brother of the late Peter Kuntz of Dayton, Ohio, and one of the pioneers in the lumber industry in that section, died recently at the age of eighty-six years. Two sons survive.

The Winn Cypress Company, Dayton, has been given authority to increase its authorized capital from \$10,000 to \$20,000. D. R. Winn is chairman; O. W. Bloom, vice-president, and W. B. Stewart, secretary.

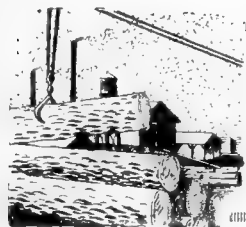
The South Napoleon Lumber & Planing Mill Company, Napoleon, O., is now managed by James F. Market, who has been the junior member of the firm for ten years. Jacob Leonhart, the senior member, retires from active business to manage his extensive farm.

R. W. Horton, manager of the W. M. Ritter Lumber Company, Columbus, reports a better demand for hardwoods since the semi-annual inventories have been finished. He says factories are buying better and that yards are trying to increase their stocks in preparation for the spring building. Prices are well maintained in every locality.

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM



GODFREY CONVEYORS

Will handle your logs by Power
Durable—Simple—Economical

Investigate! Immediate Deliveries

John F. Godfrey, Dept. 4, Elkhart, Ind.

WE MANUFACTURE bandsawed, plain and quarter sawed
WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Imple-
ment, Wagon and Vehicle Stock in the rough
Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

**LIGNUM VITAE BOXWOOD
SNAKEWOOD**

We handle all TROPICAL HARDWOODS

**EBONY
ROSEWOOD COCO BOLO**

C. H. PEARSON

29 BROADWAY

NEW YORK CITY

VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

EVANSVILLE

Lieutenant Clyde Martin, who recently was mustered out of the national army, after receiving his commission at Camp Hancock, Ga., has taken the old position with the J. C. Greer Lumber Company of this city, Lieutenant Martin being in charge of the company's Clarksville, Tenn., stave mill. Mr. Greer visited Clarksville recently and reports the stave business is quite active at the present time.

At the next monthly meeting of the Evansville Lumbermen's Club, which will be held on Tuesday night, February 11, at the New Hotel McCurdy, the question of reviving the order of Hoo-Hoo in this city will be taken up and discussed. Charles A. Wolfelin, manager of the Wolfelin West Side Lumber Company, received a letter a few days ago from E. D. Tennent, secretary of Hoo-Hoo, in which he expressed the wish that the popular order might be revived here. At one time there were many Hoo-Hoo here, but many of the members dropped out of the order. Another thing that will be brought up at the next meeting of the club will be the question of holding some kind of an entertainment for the club members and their friends in the near future. J. C. Greer is chairman of the entertainment committee.

Ground has been broken for a new 14,000 square feet addition for the Wertz-Klamer Furniture Company, this city, and the addition will be built of brick. When the addition is completed the company will employ a larger number of workmen. Daniel Wertz of Maley & Wertz is vice-president of the Wertz-Klamer Furniture Company.

The R. Buttles Handle Company's factory at Greencastle, Ind., was destroyed by fire a few days ago, the loss being about \$5,000, with part insurance. It is expected the plant will be rebuilt.

Owing to the fact that local manufacturers are anxious to keep the wages of their workmen up to the war standard it is not expected the furniture manufacturers here will make any reduction in the prices of furniture during the coming year. The manufacturers have raised the wages of their workmen several times during the past year and they desire to keep the wage up. There are a few unemployed men in the city at the present time, according to W. E. Tieman, who is in charge of the local United States employment bureau. But the number of unemployed men is not as large as three or four weeks ago.

The Brown Bros.' Lumber Company at Dale, Ind., is making several improvements around its plant and yards, and when the improvements have been completed it will have a larger yard space.

Edward D. Wemyss has been re-elected president of the Wemyss Furniture Company of this city, and Daniel Wertz of Maley & Wertz has been re-elected vice-president of the concern. The business of the company during the past year was most satisfactory, according to Mr. Wemyss and he is looking for a larger volume of trade during the present year.

D. B. MacLaren of the D. B. MacLaren Lumber Company, who returned a few days ago from a business trip on the road, says the lumber business is looking up right along and he is looking for a nice volume of trade during the present year.

A sawmill at Pekin, Ind., belonging to Charles I. Hoyt and J. W. Helstand was destroyed by fire a few days ago, the loss being in the neighborhood of \$25,000, with part insurance. In addition to the plant three carloads of quarter-sawed white oak were consumed in the flames and five other carloads of timber were damaged.

BEAUMONT

The action of Senator Morris Shepard in securing a survey of the upper Neches river above Beaumont to the Angelina river will open up millions of feet of first class hardwood stumpage, not available at the present time, but will be the moment the river is cleaned out. The condition of the bottoms is not suitable to tramways or logging teams, and the many snags and dead heads which interfere with navigation has allowed this timber to stand untouched. On account of its present inaccessibility for commercial purposes no estimate is available on the amount, but it will run into the millions of feet. Another great advantage is that the timber along the upper Neches and Angelina rivers is of much better quality than that found along the coast and will compare favorably with Tennessee and Arkansas. The timber that can be reached when the river is cleared

for navigation consists of red, white, post and pin oak; red, sap, black and tupelo gum; hickory, cypress, beech, magnolia and elm.

The Sabine Tram Company, the Sabine Tram & Lumber Company and the Geo. W. Smyth Lumber Company have elected the following officers, who will serve in similar capacities in three companies: J. Blewett Smyth, president; C. E. Walden, vice-president; L. M. Smyth, vice-president; Frank Alvey, vice-president and treasurer; R. F. Cheesman, secretary and assistant treasurer, together with W. A. Smyth, A. B. Alvey, R. H. Alvey and J. G. Smyth forming the board of directors.

A cypress log which had been lying on the bed of the Neches river for more than a century was brought to the surface when the Beaumont Shipbuilding & Dry Dock Company was compelled to remove an obstacle encountered in driving piling. The log measuring 40 feet in length and 36 inches in diameter required the services of a five-ton Brown hoist with locks to release it from the mud bottom. When it was carried to the mill to be worked up into stop waters for ships it was discovered that the woodsman had dated the log before consigning it to the Neches to be floated to the mill and it was cut in 1810, 109 years ago.

The Beaumont Material Men's Association at their annual meeting passed resolutions refusing to do business with anyone without bond or known rating in an effort to eliminate the irresponsible contractor, who has been considered the disturbing factor in local construction work. The association elected L. E. Lochart, president; J. E. Birdwell, first vice-president, and N. A. Simons, second vice-president.

L. L. Chipman, export manager of the Long-Bell Lumber Company, has returned from San Antonio, where he has been recuperating from an attack of the flu, suffered in Kansas City.

WISCONSIN

The LaCrosse Plow Company, LaCrosse, has made a large purchase of hardwoods for plow and other implement handles and a variety of purposes from sawmills at Hokah, Minn. The purchase, made by August Bartz, superintendent of the woodworking department of the plow concern, will keep Hokah mills busy for the greater part of the year.

George L. Waetjen & Co., 110-120 Reed street, Milwaukee, manufacturers of veneer panels, at the annual meeting voted to increase the capital stock from \$10,000 to \$50,000. George J. Waetjen is president and general manager.

The Ladysmith Chair & Furniture Company, Ladysmith, Wis., has created a general sales headquarters in Chicago with O. J. Lutter, who has been general manager of the plant, in charge as general sales agent. Clyde Crandon succeeds Mr. Lutter in charge of works. The Ladysmith plant employs sixty hands and in 1918 had an output valued in excess of \$100,000.

The Kenfield-Lamoreaux Company, Washburn, Wis., has added a night shift in its sawmill and is increasing its output of lumber to such an extent that the box and crating factory will be enabled to operate at maximum capacity within a short time. The company operates one of the largest exclusive crating plants in the United States, but has been obliged to run on a somewhat reduced schedule for several months because of the scarcity of stock.

The Bekkedal Lumber Company, Couderay, Wis., has resumed the operation of its sawmill, which was closed about six or eight weeks over the holidays for repairs and overhauling. A busy season is anticipated. M. J. Smith, formerly of Bruce, Wis., has been placed in charge as mill superintendent.

The Northern Furniture Company, Sheboygan, Wis., expects to award contracts within a short time for the erection of a six-story factory addition, 50x145 feet, of heavy mill construction. The architect is W. C. Weeks. Edward Hammett is general manager of the company.

S. A. Konz & Co., Appleton, Wis., box manufacturers, have broken ground for a new plant costing \$35,000. It is to be ready for occupancy about June 1.

The American Store Fixture Company has been organized at Milwaukee with a capital stock of \$10,000 by Fred R. Scheiner, Emmet Horan, Jr., and August C. Moeller, attorney.

The W. H. Collins Lumber Company, Madison, Wis., has acquired the plant and business of the Madden-Schaible Lumber Company at Rapid River, Mich. Jerry Madden has purchased several hundred acres of timber in the Upper Peninsula and will devote his time to logging the tract, which contains considerable hardwood.

Articles of incorporation have been filed by the Mitchell Window Device Company, Milwaukee. The capital stock is \$25,000 and the objects to manufacture and market appliances for pivoting sash horizontally and vertically. The incorporators are Arthur R. Mitchell, Harry F. and Edward C. Nevermann.

The Challoner Company, Oshkosh, Wis., manufacturer of woodworking and sawmill machinery, etc., contemplates the erection of extensions and additions costing about \$50,000. Plans and estimates are now being prepared.

The Zaffrann & Schauz Company, Milwaukee, has been incorporated with a capital stock of \$7,000 to manufacture windows, sash, moulding, etc. The plant is located at 994 Kinnickinnic avenue. The owners are Fred Zaffrann, Joseph Schauz and C. F. Schmidt.

The Fraser Lumber & Manufacturing Company, Appleton, Wis., is establishing a branch at Nichol, a new station on the Wisconsin & Northern Railroad Company's extension from Saawano to Appleton.

LONG-BELL BRANDED LUMBER Nationally Advertised

In order that the public may become familiar with the uniform high quality of Long-Bell branded lumber, we have inaugurated a large national advertising campaign. Consumers will be told that

Long-Bell

is "The Mark On Quality Lumber."

Each advertisement refers the consumer to the retail lumber dealer. Such magazines as The Saturday Evening Post, Literary Digest, Review of Reviews, Scientific American, Country Life, and architectural, building, engineering, manufacturing, railway and farm paper publications will carry advertisements impressing readers with the fact that Long-Bell branded lumber is lumber of quality and that every piece is trade-marked.

Long-Bell, nationally advertised, trade-marked lumber will satisfy your customers and increase your sales. Place your orders now.

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R. A. Long Bldg., Kansas City, Mo.

Manufacturer of Southern pine, hardwood, oak flooring, and creosoted posts, poles, and wood blocks

We Want to Buy "POPLAR"

1" Firsts and Seconds,
Selects and Saps. Any quantity.

*Can use stock 30 days or
longer on sticks*

J. V. STIMSON & CO.
OWENSBORO, KY.

VESTAL LUMBER & MFG. COMPANY

INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

The Folding Furniture Company, Stevens Point, Wis., has been incorporated with a capital stock of \$50,000 by J. J. Bukolt and others.

The Tinsel Manufacturing Company, Manitowoc, Wis., which for several years operated a large toy factory at 51 Oneida street, Milwaukee, has moved this department to the main works at Manitowoc. William C. Protz is president and general manager.

The Janesville Housing Corporation, incorporated recently at Janesville, Wis., with a capital stock of \$300,000 by leading manufacturers, business and professional men, will build 500 dwellings, about 250 of which are planned to be undertaken this year. J. P. Cullen is in general charge of the project.

L. A. Black, for five years connected with the J. R. Andrews Lumber Company, Escanaba, Mich., has resigned to accept the position of production manager of the Iron Range Lumber Company, Pentoga, Mich.

The Appleton Hub & Spoke Company, Appleton, Wis., sustained a heavy loss by fire, which on January 28 destroyed its main factory, a landmark of the vicinity. John Tracy, who has been connected with the interest since 1865 and is now principal owner, intends to resume operations in a new location at once.

J. R. Meyers, Chicago, who owns several tracts of hardwood timber and considerable stocks of hardwood material in the vicinity of Sheldon, Wis., is planning to establish a woodenware and novelty goods manufacturing plant at that point. It will employ about twenty-five operatives at the beginning.

The John Schroeder Lumber Company, Milwaukee and Ashland, Wis., will build a \$10,000 addition to its general office building at the foot of Walnut street in Milwaukee.

The West Side Manufacturing Company, 3100 Walnut street, Milwaukee, a large maker of store fixtures, interior woodwork, etc., has incorporated its business without change of style, with an authorized capital stock of \$200,000. Jesse Cappon, Albert Quast and Edward Schildknecht, who have been the principal partners, are the main stockholders and principal officers of the new corporation.

The Wisconsin Shipbuilding & Navigation Corporation, Milwaukee, which was organized in May, 1918, with a capital stock of \$5,000,000, is ready to proceed with the establishment of plant and yards. The city of Kewaunee, Wis., has contributed a forty-acre site on the inner harbor, at the mouth of the river and Lake Michigan. Provision will be made to build six boats of 3500 tons each year. George F. Johnson, head of the Johnson Lumber Company, Milwaukee, and other well known lumbermen of Wisconsin are interested in the project.

The United Phonographs Corporation, Sheboygan, Wis., which is owned and controlled by the same interests as the Wisconsin Chair Company, and operates in the three plants of that company in Sheboygan, Port Washington and Grafton, Wis., is preparing to increase its facilities. The first extension to be made will be that of the Sheboygan factory, Twelfth street and Illinois avenue. Fred R. Dennett is president and general manager.

The Northland Lumber Company, Green Bay, Wis., which lost its sawmill by fire several months ago, has not completed definite plans for the future, but it is reported that an arrangement will be made with the Sawyer-Goodman Company, Marinette, to do its sawmill work. This, however, is not confirmed.

The Milwaukee Talking Machine Company, 416-418 Fourth street, Milwaukee, has leased additional floor space and is installing much new wood-working equipment. The company is having tentative plans and estimates prepared for a complete factory group of its own, which may be undertaken late this year or in the spring of 1919. Stanley F. Roth is secretary and general manager.

An interview by E. Schroeder, vice-president of the Joseph Fixter Coopers Company, 457 Fourth street, Milwaukee, is to the effect that the company does not anticipate an extensive loss by reason of the progress of the dry movement to the point of absolute prohibition. Coopers, he says, have turned to other lines and already have compensated largely for the loss of business which the decline of brewing and distilling has suffered in recent years. There are so many other sources of business, Mr. Schroeder says, that in time the absence of demand for cooperage from liquor sources will be entirely overcome.

Maj. Edward Scofield, Oconto, Wis., former governor of Wisconsin and a pioneer in the timber, logging and lumber manufacturing industry of the North, is reported to be seriously ill at his home. Maj. Scofield is seventy-two years of age and it is feared that this may be an unfavorable factor in his recovery.

R. Bruce Stewart, vice-president of the Rieckhoff Box & Lumber Company, Superior, Wis., died January 25 after a long illness with a rheumatic trouble. He was thirty-four years of age and is survived by his widow and two small children.

Lieut. William Lee, U. S. A., formerly lumber expert for the Hamilton Manufacturing Company, Two Rivers, Wis., and widely known in the hardwood industry, died of disease in France on December 24, according to notice received by his brother, T. E. Lee, general manager of the Below Lumber Company, Marshfield, Wis.

Henry L. Colman, secretary of the C. L. Colman Lumber Company, LaCrosse, Wis., died February 1 at the age of fifty-seven years. For many years Mr. Colman was manager of the Colman company's saw and planing mills at LaCrosse, but since these were abandoned he took only an inactive interest in the management of the business.

The Hardwood Market

< CHICAGO >

The Chicago market is picking up noticeably; not, of course, to any exhilarating extent, but at the same time orders are coming with gratifying increasing frequency. The local building situation is giving increasing fulfillment of promise that has held out for some time of development, and with rents everywhere increasing, the probability for a certain degree at least of speculative building, in addition to the private building that is certain to develop, is becoming more marked. Orders still continue to be let to meet developing demands, but no one cares so much about the nature of orders as they do their persistency and quantity.

It is true that there has been a slumping off here and there in value, but taking the situation as a whole the market is standing up well, and with mill stocks offered in Chicago in decreasing quantities the trade is finding greater reason for confidence in the spring.

< BUFFALO >

The hardwood trade is dull, but an improvement in inquiry has occurred during the past few weeks. Some wholesalers say that the past two weeks have been more fruitful of inquiries than the previous three months. This is not the general report, and some say they can as yet see little or no improvement over a month ago. But for the long pull there is much optimism. It is generally felt that the furniture, automobile and other leading industries are going to have a good business before the year end, though this improvement may not be much in evidence for some weeks.

The building trade is also expected to show up well this year. The long period of curtailment has brought about a condition where many new buildings are needed and various cities in this territory, including Buffalo, are going ahead with large expenditures for schools and other public buildings which are much needed. It is estimated that the expenditure in this city alone will run into the millions, possibly as much as \$20,000,000. The trend of lumber prices shows little, if any, decline in the leading hardwoods. Mill stocks are small and bad weather has kept them from much increase.

< PITTSBURGH >

Prices on some lines of hardwood are likely to hold firm and may even go higher, according to reports received from wholesalers. Already the price of railroad ties has been advanced within a month 10 1/2%, the standard quotations now being \$1.49 for ties 7x9x8 1/2. Inquiries from automobile manufacturers are beginning to come in and wholesalers look for considerable business from this line in the near future. Furniture business is also beginning to look up. There is very little doing in yard trade. Retailers are bound that they will not buy until prices are lower and only now and then a mixed car is sold. The hardwood mills in tri-state territory have considerable lumber on hand. Many of them prolonged the usual Christmas shutdown and are just starting up. Business in general in hardwoods is very quiet, and wholesalers are not trying to push demand forward by quoting low prices.

< BALTIMORE >

The hardwood business is perhaps in better shape than any other division of the lumber trade, orders since the year got fairly started having come in with considerable freedom and the volume of business attaining proportions which compare favorably with some other periods of time, when there were no reconstruction problems to contend with. But it is to be said that the outlook appears decidedly uncertain. No hardwood mill man will venture to predict that the demand will keep up or express a feeling of assurance that certain other things will happen. They may come about, but there is no certainty on this score, and the dealers as well as the producers are content to go ahead from day to day, taking what is offered and holding themselves in a state of preparation for unexpected developments. It is not difficult to get very attractive prices if a buyer really wants the lumber; but on the other hand, if he has no actual requirements to meet he cannot be tempted to place orders except at such concessions probably as he could not afford to resist. The sellers, for their part, do not regard the situation such as to call for a material marking down in the quotations. They point to the fact that the labor problem, especially in the hardwood producing sections of the southern states, has not been solved in the way of making the outlay in wages appreciably less or even to the extent of giving the mills adequate forces. Men released from military service do not seem eager, in many instances, to return to their former occupations in the woods or in other sections away from the big cities, and the South in particular is stated to have no surplus of workers, while the rates of pay are about as high as they have been. Nor does it appear that stocks at producing points have attained exceptional proportions. For that matter, many of the grades are not in such supply as to furnish a guarantee against shortages. The output is still held down to a considerable extent, and the market is under no real pressure because of accumulations. So far the reconstruction period has brought no violent disturbances in the hardwood trade, and members generally are hopeful of being able to prevent such dislocations. Just how long it

**Plain & Qtd. Red & White
OAK
AND OTHER
HARDWOODS**

Even Color Soft Texture

**MADE (MR) RIGHT
OAK FLOORING**

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

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**The MOWBRAY
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CINCINNATI, OHIO**

5/8 LUMBER

When you want 5/8 lumber remember that we specialize in this thickness in all kinds of woods. This is all sawed from the log—not resawed—and shows good widths and lengths. We offer the following for prompt shipment:

- 80,000 5/8 1s & 2s Plain White Oak
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- 90,000 5/8 Com. & Btr. Sap Gum
- 15,000 5/8 Com. & Better Red Gum
- 20,000 5/8 1s & 2s Poplar
- 90,000 5/8 No. 1 Common Poplar
- 90,000 5/8 No. 2 Common Poplar

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List and Prices*

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NORTH VERNON, IND.**

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To produce lumber of such character and quality that our customers' reception, working and delivery of finished goods smack with a feeling that all interests have been profitably served.

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PRODUCER — MANUFACTURER — CONSUMER

Our entire effort is directed to the production of lumber like you want it. High class manufacture, good widths, good lengths, dry.

TRY US FOR

Cypress, Oak, Ash, Elm, Gum

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Here's Something Unusually Good

MAPLE

12/4" 2 & Better..... 24,000 feet

10/4" 2 & Better..... 150,000 feet

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6/4" 3 & Better..... 30,000 feet

8/4" 3 & Better..... 40,000 feet

12/4" 3 & Better..... 25,000 feet

BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company
GRAYLING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

will take for matters to become somewhat settled is entirely a matter for speculation. The process may take two or three months or a much longer period. Meanwhile, however, the well-informed hardwood men are disposed to take a hopeful view of the outlook, and no attempt is being made to force the absorption. Not a few of the mills are getting ready to increase their output, feeling that they should have more adequate selections to draw from.

COLUMBUS

Strength characterizes the hardwood trade in Ohio territory. Inquiries are more numerous and orders are coming in better. Retailers are realizing that they will be compelled to increase their stocks in order to take care of the expected building boom. The tone of the market is better and future prospects are considered brighter.

Buying on the part of manufacturing plants has also increased within the past fortnight. Orders are being received from concerns making implements and vehicles. Furniture concerns are in the market. Building operations are better than were expected. The unusually warm weather has caused builders to look up their plans and specifications, and quite a few projects are being pushed. The projects are usually small, consisting of dwellings, apartments and small store buildings. Some larger building projects are being discussed and may be carried forward. But generally speaking the outlook for larger structures is not so good as for home building.

Orders are now coming out promptly, as there is no railroad congestion to hold up shipments. Some reports show that mill stocks are not very large. It is generally conceded that yard stocks are not large, especially in the rural sections. Quartered and plain oak is strong and prices continue high. Poplar is moving well and the same is true of ash and basswood. Chestnut is slightly stronger. Other hardwoods are firm.

EVANSVILLE

Trade with the hardwood lumber manufacturers of Evansville and southern Indiana has been rather sluggish since the ending of hostilities in Europe, although things during the past week or two have been showing some signs of improvement, and the manufacturers are of the opinion that business is going to be better than it was last year. Some railroad stocks have been sold here recently by the local manufacturers, both car stock and switch ties. This would indicate that the railroads are going to start a campaign of improvements in the near future. Business is better now than it has been for several weeks past, and while prices have fallen on a few items the prices in the main are holding firm, and in the opinion of the manufacturers prices are going to remain firm all of this year, and on some items, such as quartered white oak, quartered red oak and plain white oak, it is expected the prices will advance because of the scarcity of these items. General trade conditions in this city are gradually getting better, and banks have plenty of money, which is being loaned at a low rate of interest. The sawmills in this section are being operated pretty steadily and logs are plentiful, although the prices are rather high. The various wood consuming plants in Evansville and those at Tell City, Ind., Jasper, Ind., Owensboro, Ky., Henderson, Ky., and Hopkinsville, Ky., are being operated on steady time. Local furniture manufacturers who attended the furniture shows at Chicago recently returned home with the feeling that this is going to be a splendid business year. The local factories have been buying more lumber recently. For several weeks the furniture men held off buying lumber, as they believed they would be able to get cheaper lumber later on. They were disappointed in this, and in some instances the manufacturers had to buy or close their plants, as their stocks were practically exhausted. The retail lumber business is holding its own very well, although no marked improvement is expected until after the Fifth Liberty loan campaign has been put over. Sash and door men and planing mill owners are looking for an increased trade after the opening of spring.

MEMPHIS

The demand for hardwood lumber is expanding at a very satisfactory rate and the volume of business is steadily increasing. Demand is far better now than it was even ten days ago and inquiries are coming in at a rate that suggests for the near future quite a large increase over present proportions. Indeed, the average manufacturer of hardwood lumber is certain that the tide has turned and that the volume of business will continue to expand during the spring and summer months. The call at the moment is more largely for oak, ash, gum and poplar, but cottonwood, hickory, elm, other hardwoods and cypress are in very satisfactory call. Here is a summary of conditions, present and prospective, based on statements of a number of prominent members of the trade within the past day or two:

The volume of business is becoming more satisfactory, with indications that there will be a still bigger demand in the near future. Box interests, manufacturers of agricultural implements, improved farm machinery, farm wagons, motor trucks, automobiles, furniture and other products are in the market and they are buying as if they appreciated the fact that there was nothing to be gained in delaying purchases. They are also buying as if they were in urgent need of stocks. The demand for these products is much larger than it has been at any time since the armistice was signed,

and the view is held that the prosperity of the country will result in a big call for furniture and other wood products, and that it will also result in material increase in building operations, with corresponding gain in the quantity of hardwood lumber, flooring and interior trim required.

Prices are holding quite firm, with a tendency toward a higher level. There is no room for a cut in prices of hardwood lumber until there is material reduction in the costs entering into its production. A thousand feet of hardwood lumber, on the basis of present prices, will buy less lard, meal, meat, machinery and other essentials than at any time. There is a disposition to anticipate higher prices within the next thirty to sixty days, and this is believed by some interests to be largely responsible for the decided increase in buying.

Production is not increasing. Many of the mills in Memphis are still closed down because of lack of logs and there appears to be no immediate prospect of an increase in log supply for the reason that the ground throughout the southern hardwood producing territory is so wet that little can be done toward either cutting or hauling. A shortage of hardwood logs exists in the southern field and reports indicate a similar condition in Minnesota, Wisconsin and other northern states.

The increase in the volume of business is resulting in much larger shipments, and the quantity of lumber going out from the mills and yards is larger than the amount being placed on sticks. Stocks are therefore beginning to decrease. They were below normal at the beginning of the year. The extent to which they will decrease from the present level will be determined by the length of time production is restricted.

Export rates are steadily decreasing, but there is not much foreign demand at the moment for the reason that foreign consumers are disposed to go slowly in purchasing pending an adjustment of the ocean rate situation. A big export inquiry is not expected until ocean freight rates have become stabilized.

◀ BEAUMONT ▶

The number of orders following upon the heels of inquiries starting the first of the year has given new life to the hardwood industry, and some of the manufacturers are predicting a general strengthening in the market within the next thirty days.

The railroads are still clamoring for material, and the manufacturers who have orders from them are being constantly prodded to hurry up shipments. The new oil fields in west Texas are heavy buyers of standard rig timbers, although the embargo to this section of the state, due to scant railroad facilities, is holding up business to a certain extent.

While hardwood men are reticent about what course they will pursue, it would not be surprising to see them take under serious consideration the action of the Southern Pine Association at their New Orleans meeting February 25 and 26. The yellow pine men have felt keenly the action of the British government in handling all lumber imports to the United Kingdom on a war basis, and should the yellow pine men form an export association to counteract this movement the hardwood men may find it to their advantage to take similar action. At the present time, however, the local men seem to be at sea and have no plans whether they would prefer to come in in the nature of an auxiliary to the yellow pine men, or go on their own hook. The yellow pine men state they are getting tired of doing all the anteing while the other fellow does all the dealing, and the hardwood men are not overly anxious to get a similar lick below the belt.

Plain oak and sap gum continue to lead in shipments, while the output of the mills has been noticeably curtailed by the extremely bad logging conditions. Mills which have been shipping regularly have lost in stock rather than gained during the dull season. The almost insurmountable logging conditions, due to heavy rains followed closely upon the flu epidemic, which closed down some of the mills temporarily.

◀ MILWAUKEE ▶

Although a cold wave reached northern Wisconsin and upper Michigan during the first few days of February, the logging season has been entirely unfavorable, and it is feared that the input this year will be far below normal. Even with temperatures more seasonable, it has been extremely difficult to remake logging roads and get the cut timber out of the woods. Mills, however, have been able to maintain fair schedules with the material cut earlier in the season, when conditions were better than normal. Some of them are running out of logs and it probably will be necessary for these to interrupt sawing operations until it is possible to replenish the supply.

A report from the upper peninsula of Michigan says that fifty per cent of the car orders for January were cancelled, the heaviest month of the logging season. In most sections logging has been at a standstill because of the mild weather and the absence of snow. Conditions in northern Wisconsin are similar.

Wholesale dealers in hardwoods report industrial demand improving. Requirements of concerns manufacturing cabinets for musical instruments and the furniture trade in general are gradually expanding. On the whole, however, there still is apparent a waiting attitude, and while trade is virtually as active as in normal years at this season, it leaves something to be desired. The impression is that within a month or two there will be more or less of a scramble for material, and that then the manufacturers will not be able to fill more than a part of orders because of the unfavorable season for logging.

WHEELER-TIMLIN LUMBER COMPANY

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HARDWOOD - HEMLOCK - PINE

WAUSAU, WIS.

Shawano County Hard Maple

Is Our Specialty

Complete Stock of Northern Hardwoods

BASSWOOD

4/4" No. 2 Common and Better, All Grades

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

LUMBER WANTED

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
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THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

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ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

WANTED TO BUY

No. 1 Hard Maple and Hickory Cordwood F. O. B. Chicago. COVEY-DURHAM COAL CO., 431 S. Dearborn Street, Chicago.

MEMPHIS WHOLESALE

wants to buy for cash, log run Tupelo, Cottonwood, Gum, Cypress, Oak. Will inspect at mill. Would consider financing mill cut, or contract block of lumber and pay cash, green on sticks. Address, "WHOLESALE," Box 205, Memphis, Tenn.

LUMBER FOR SALE

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw. If desired. WALTER C. MANSFIELD, Menominee, Mich.

ALFRED P. BUCKLEY

Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FREE SERVICE FOR BUYERS

Our Daily Bulletins containing inquiries from Buyers, are sent to five hundred responsible sawmills and wholesalers. They make their best competitive quotations direct to the buyer, by mail or telegraph. Send us your inquiries. The service is free to buyers. Daily Bulletins, 809 Munsey Building, Washington, D. C.

FOR SALE—THREE CARS

Per week of Oak Veneer Sawdust. One car per week Hardwood Ashes. NICKEY BROTHERS, Inc., Memphis, Tenn.

WE WANT TO CONTRACT

Our output of oak veneer sawdust to be shipped in carlots at the rate of about 75 to 100 tons per month. FLOYD COUNTY VENEER MILLS, New Albany, Ind.

FOR SALE—SEVERAL CARS

4/4 and 8/4 No. 3 common & better Soft Elm. These cars will be shipped from different points in Michigan and will contain 50% 4/4 and 50% 8/4. Address, "BOX 16," care HARDWOOD RECORD.

DIMENSION STOCK FOR SALE

ORDERS WANTED FROM

Manufacturers. Have two mills specializing on dimension stock of Oak and Hickory, such as Poles, Axles, Reaches and all smaller stock. Capacity 10 to 15 cars per month. Ready to contract for 1919. Begin shipments February 1. Also rim strips and billets.

RED OAK COMPANY, Vicksburg, Miss.

WE HAVE THE FOLLOWING

Clear Ash for prompt shipment:

3935 Pcs. 2x2-19".

849 Pcs. 2½x2½-19".

THE PROBST LUMBER CO., Cincinnati, O.

DIMENSION STOCK WANTED

WANTED HICKORY RIM STRIPS

10 cars 1½x1½ and 1½x1½, 6 & 7 ft. long. Clear stock for bending. Prompt cash. Write for prices to J. H. WILDER, Aurora, Indiana.

ASH SQUARES WANTED

Short lengths, 32"x1½"x1½", must be straight-grained and free from knots and other defects. Give lowest quotations to this journal, c. i. f. Glasgow, Scotland, for quantities of 1,000 doz. at a time, sample 250 doz. first instance for approval. Address, "BOX 21," care HARDWOOD RECORD.

WANTED—10 CARS HICKORY SPOKE

Billets or Hickory Squares 1½x1½ to 1½x1½, 24" long. Can use Hickory Treanails 24, 36 and 42" long; 42" to count as 2. Prompt cash. Write for prices. J. H. WILDER, Aurora, Indiana.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00 each, f. o. b. Redwine, Ky. LENOX SAW MILL CO., Lenox, Ky.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

TIMBER FOR SALE

FOR SALE ABOUT 400,000

Feet of Ash Stumpage in St. Landry Parish, La., three miles from railroad; also has water transportation. WALTER KERR, Aurora, Ind.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

HICKORY AND PERSIMMON LOGS

Wanted up to 10 carloads (in half or carloads or more), Shell Bark, Black or Tight Bark Hickory. Fall cut, 8, 11, 15 ft. lengths, 9" to 15" mean diameter. Also Persimmon Logs 9" upwards. Also state if mill available for cutting up. Will pay cash against selection after loading on cars. Quotations to "BOX 28," care HARDWOOD RECORD.

MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., slight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

FOR SALE—BAND SAW MILL

Having finished cutting out our standing timber in West Virginia, we are now offering for sale our complete sawmill outfit, consisting of one Smith, Meyers and Schrier 6' band saw. Mill fitted with steam feed, one Bull wheel, one log turner, saw carriage equipped with Knight dogs and good set rig.

One engine
Two boilers
One side edger
One cut-off saw

Band saw filing room equipment together with shafting pulleys, belting, lumber, trucks, etc.

Mill and equipment now located near Renick, W. Va., and in charge of J. H. Powell, Renick, W. Va.

1 COMPLETE PORTABLE SAWMILL

Outfit consisting of:

- 1 32 h. p. compound Pt. Huron Traction Engine
- 1 complete sawmill; 1 edger
- 1 trimmer; 1 slab saw

1 COMPLETE SAWMILL OUTFIT

Consisting of:

- 1 Russell 30 h. p. Traction Engine
- 1 second-hand sawmill, complete
- 1 cut-off saw
- 1 stationary boiler, 50x14 ft.
- 1 Sinkers-Davis 40 h. p. engine
- 1 Grimm 5-ton motor truck

THE ELKHART HARDWOOD LUMBER CO.,
Elkhart, Ind.

FOR SALE

- 1 ice plow
- 100 bark spuds
- 1000# R. R. track bolts
- 5 60# R. R. frogs
- 2 complete blacksmith shop outfits
- 15 lumber buggies
- 600# $\frac{3}{4}$ & $\frac{1}{2}$ bolts and burrs
- 200# horse shoes
- 150# horse shoe caulks
- 30# corner bind hooks
- 175# $4\frac{1}{2}$ x1" rivets
- 3 anvils

At Gurney, Wis.

UPHAM & WALSH, Throop & 22nd Streets,
Chicago, Ill.

EMPLOYES WANTED**FOREMAN WANTED**

To operate mill cutting oak dimension employing about twenty men. Address,
P. S. MACE COMPANY, Terre Haute, Indiana.

WANTED LOCOMOTIVE ENGINEER

One who understands geared engines and has worked in mountain logging; wages 55c per hour, steady work and overtime.

KENTUCKY LUMBER CO., Williamsburg, Ky.

WANTED LIVE WIRE

To take active interest in small chair factory with little capital. Address, "BOX 20," care **HARDWOOD RECORD.**

WANTED—FIRST-CLASS HARDWOOD

Lumber salesman for New York and New England territory. State experience and salary wanted. Address, "BOX 26," care **HARDWOOD RECORD.**

WANTED—FOREMAN FOR LUMBER

Yard or chair factory. Must be thoroughly familiar with grades and inspection. State age and past experience in detail with references to **THE SIKES COMPANY,** Philadelphia, Pa.

WANTED EXPERIENCED FOREMAN

Or Superintendent for a New York factory to make parlor suit frames. State salary and experience. Address, "BOX 25," care **HARDWOOD RECORD.**

EMPLOYMENT WANTED**SALES CONNECTION WANTED**

Salesman with established trade wants connection with two or more mills to handle Flooring and Lumber out of Minneapolis and Chicago, or North Shore on jobbing base or commission. Address, "BOX 24," care **HARDWOOD RECORD.**

BUSINESS OPPORTUNITIES**HANDLES. RELIABLE AGENT IN**

Glasgow, Scotland, is open to consider first-class agency for Agricultural and Mining Tool Handles. Advertiser well known to the trade in the U. K. Open to develop Continental market. Address, "BOX 23," care **HARDWOOD RECORD.**

HARDWOODS FOR SALE

ASH

NO. 1 C., white, 4/4", reg. wdth. & lgth., yr. dry. **BUFFALO HARDWOOD LUMBER COMPANY,** Buffalo, N. Y.

NO. 2 C. & BTR., brown, 4/4 & 5/4", reg. wdth. & lgth., 6 mos. dry, full log run; **NO. 3 C.,** brown, 5/4", reg. wdth. & lgth., 6 mos. dry. **EAST JORDAN LUMBER COMPANY,** East Jordan, Mich.

FAS, $\frac{3}{4}$ & $\frac{1}{2}$ ", reg. wdths. & lgths., 6 mos. dry; **FAS, $\frac{5}{8}$ "**, 10" & up, reg. lgths., 6 mos. dry. **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.

NO. 1 & BTR., black, 4/4, 6/4 & 8/4", gd. wdths., 14 & 16", dry. **JONES HARDWOOD COMPANY,** Boston, Mass.

FAS, 4/4 & 5/4", reg. wdth. & lgth., 6 to 8 mos. dry; **SEL, 4/4 & 8/4",** 6" & up, reg. lgths., 6 to 8 mos. dry; **NO. 1 C.,** 5/4, 8/4, 12/4 & 16/4", reg. wdth. & lgth., 6 to 8 mos. dry. **KOSSE, SHOE & SCHLEYER CO.,** Cincinnati, O.

COM. & BTR., 4/4-8/4". **KRAETZER-CURED LUMBER CO.,** Memphis, Tenn.

NO. 2 & 3, 4/4", 4" & up, 10-16", 8 mos. dry. **P. J. LAWRENCE LUMBER CO.,** St. Louis, Mo.

COM. & BTR., 5/8"; **NO. 1 C., 4/4 & 8/4";** **FAS, 5/4 & 10/4",** 6-9"; **SEL, 5/4, 8/4, 10/4 & 12/4",** 6" & up. **NICKEY BROTHERS, INC.,** Memphis, Tenn.

NO. 1 C. & BTR., 4/4 & 8/4". **PENROD-JURDEN COMPANY,** Memphis, Tenn.

NO. 2 C., 4/4 & 10/4", reg. wdth. & lgth., 6 mos. dry. **J. V. STIMSON HARDWOOD COMPANY,** Helena, Ark.

NO. 1 C., 8/4"; **ONE FACE CLR. SHORTS, 8/4, 10/4 & 12/4";** **ONE FACE CLEAR STRIPS, 5/4",** 3 $\frac{1}{2}$ to 5 $\frac{1}{2}$ "; **SD. WORMY, 5/4";** **FAS, 5/4, 8 & 10".** **THOMPSON-KATZ LUMBER COMPANY,** Memphis, Tenn.

BASSWOOD

NO. 1 C., 5/4", good wdths., 50% 4-16", 2 yrs. dry. **ATLANTIC LUMBER CO.,** Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", reg. wdth. & lgth., 8 mos. dry, full log run; **NO. 1 C. & BTR., 5/4",** reg. wdth. & lgth., 1 mo. dry, piano key stock. **EAST JORDAN LUMBER COMPANY,** East Jordan, Mich.

NO. 2 & BTR., 4/4", av. wdth. & lgth., yr. dry, full product of log. **GILL-ANDREWS LUMBER COMPANY,** Wausau, Wis.

COM. & BTR., white, 5/4", reg. wdths. & lgths., 4 mos. dry. **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.

LOG RUN, 4/4", fair wdths., good lgths., dry. **JONES HARDWOOD COMPANY,** Boston, Mass.

NO. 1 C., 4/4 & 5/4"; **NO. 3 C., 5/4".** **MASON-DONALSON LUMBER COMPANY,** Rhineland, Wis.

NO. 2 C., 8/4", 4" & wdr., 4' & lgr., 14 mos. dry. **WHEELER-TIMLIN LUMBER COMPANY,** Wausau, Wis.

NO. 1 C. & BTR., **NO. 2 C. & NO. 3 C., 5/4";** **NO. 2 C. & BTR. & NO. 3 C., 6/4";** **NO. 1 C. & BTR., 8/4".** **VON PLATEN LUMBER CO.,** Iron Mountain, Mich.

BEECH

LOG RUN, 6/4"; **NO. 2 C., 4/4",** std. wdth. & lgth., 2 to 4 mos. dry. **C. M. CRIM & SON,** Salem, Ind.

NO. 2 C. & BTR., 4/4 & 6/4", reg. wdths. & lgths., 9 mos. dry, full log run. **EAST JORDAN LUMBER COMPANY,** East Jordan, Mich.

NO. 2 C. & BTR., 6/4, 8/4 & 10/4"; **NO. 3 C., 5/8".** **JACKSON & TINDLE,** Grand Rapids, Mich.

LOG RUN, 6/4, 10/4". **WELSH LUMBER CO.,** Memphis, Tenn.

BIRCH

NO. 1 C. & BTR., sap, 4/4", good wdths., 50% 14-16", 2 yrs. dry. **ATLANTIC LUMBER CO.,** Buffalo, N. Y.

NO. 2 C. & BTR., 5/4", reg. wdth. & lgth., 9 mos. dry, full log run. **EAST JORDAN LUMBER COMPANY,** East Jordan, Mich.

FAS, 3/4 to 10/4"; **FAS, 10/4",** 12 & wdr.; **FAS, 12/4 & 16/4";** **NO. 1 C., 4/4 to 6/4";** **NO. 2 C., 5/4 & 6/4".** **THEODORE FATHAUER COMPANY,** Chicago, Ill.

NO. 1 & BTR., 5/4", 16 mos. dry. **GILL-ANDREWS LUMBER COMPANY,** Wausau, Wis.

NO. 2 C. & BTR., 4/4 to 10/4". **JACKSON & TINDLE,** Grand Rapids, Mich.

NO. 1 & BTR., unsel., red all in, 4/4 to 16/4", reg. wdth. & lgth., dry. **JONES HARDWOOD COMPANY,** Boston, Mass.

NO. 1 C., 4/4, 5/4 & 6/4"; **NO. 3 C., 4/4 & 5/4";** **NO. 1 C.,** sel. red, 4/4". **MASON-DONALSON LUMBER COMPANY,** Rhineland, Wis.

NO. 3 C., 4" & wdr., 5' & longer, 18 mos. dry; **NO. 3 C., 5/4 & 8/4",** 4" & wdr., 4' & longer, 14 mos. dry. **WHEELER-TIMLIN LUMBER COMPANY,** Wausau, Wis.

NO. 1 C. & BTR., red & white, 4/4 to 16/4", reg. wdth., std. lgth., 1 to 2 yrs. dry. **YEAGER LUMBER COMPANY,** Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. wdth. & lgth., 10 mos. dry. **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.

CHERRY

NO. 1 C., 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. **BLAKESLEE, FERRIN & DARLING,** Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. **HOFFMAN BROS. CO.,** Ft. Wayne, Ind.

CHESTNUT

FAS, 4/4", good wdths., 50% 14-16", 2 yrs. dry. **ATLANTIC LUMBER CO.,** Buffalo, N. Y.

FAS, 4/4", reg. wdth., 14-16", yr. dry. **BUFFALO HARDWOOD LUMBER CO.,** Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 to 8/4", reg. wdth., std. lgth., 2 yrs. dry. **YEAGER LUMBER CO.,** Buffalo, N. Y.

COTTONWOOD

BOX BDS., 4/4", 9-12"; **DOG BDS., 8/4";** **FAS, 4/4",** 6-12". **ABERDEEN LUMBER CO.,** Pittsburgh, Pa.

NO. 1 & PANEL, 4/4", 18' & up. **ANDERSON-TULLY CO.,** Memphis, Tenn.

FAS, 8/4, 12/4 & 16/4", reg. wdth. & lgth., 10 mos. dry. **GEO. C. EHEMANN & CO.,** Memphis, Tenn.

NO. 1 & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to 16", 8 mos. dry. **P. J. LAWRENCE LUMBER CO.,** St. Louis, Mo.

FAS, 4/4"; **BD. BDR., 4/4",** 9 to 12", 13 to 17". **NICKEY BROTHERS, INC.,** Memphis, Tenn.

CYPRESS

SHOP, 5/4". **ABERDEEN LUMBER CO.,** Pittsburgh, Pa.

FAS, 8/4"; **SEL., 4/4, 5/4, 6/4 & 8/4";** **SHOP & BTR., 10/4 & 12/4";** **NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4";** **PECKY, 4/4, 5/4, 6/4 & 8/4".** **ANDERSON-TULLY CO.,** Memphis, Tenn.

SEL., 8/4", reg. wdth. & lgth., yr. dry. **BUFFALO HARDWOOD LUMBER CO.,** Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; **FAS, SEL.,** and **NO. 1 SHOP,** all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. **CORNELIUS LUMBER CO.,** St. Louis, Mo.

SHOP & BTR., 3/4 to 8/4". **KRAETZER-CURED LUMBER CO.,** Memphis, Tenn.

FAS, SEL. & SHOP, 4/4", reg. wdth. & lgth. **RUSSE & BURGESS, INC.,** Memphis, Tenn.

HARDWOODS FOR SALE

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 12/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 to 16/4", reg. wdth. & lgth., 9 mos. dry. EAST JORDAN LUMBER COMPANY, East Jordan, Mich.

NO. 2 C. & BTR., 4/4", reg. wdth. & lgth., 8 mos. dry. GEORGE C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4, 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4 to 12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 10/4 & 12/4". NICKEY BROTHERS, INC., Memphis, Tenn.

NO. 2 C. & BTR., 12/4", reg. wdth. & lgth., 8 mos. dry. RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 2 C. 10/4", reg. wdth. & lgth., 8 mos. dry. J. V. STIMSON HARDWOOD COMPANY, Helena, Ark.

ELM—ROCK

NO. 2 C. & BTR., 4/4", av. wdth., 14 & 16", yr. dry, btr. than jacket bds.; NO. 1 C. & BTR., 10/4", av. wdth., good lgth., green. GILL-ANDREWS LUMBER COMPANY, Wausau, Wis.

NO. 2 & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

NO. 1 C. & SEL. & NO. 2 C., 4/4, 5/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/4 to 8/4"; NO. 1 C. & BTR., QTD., 4/4 to 8/4". BELGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

BOX BDS., 4/4", 9 to 12 & 13 to 17", 12 to 16", 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 5/8", gd. wdths. & lgths., 4 mos. dry. NORTH VERNON LUMBER COMPANY, North Vernon, Ind.

FAS & NO. 1 C., 5/4", reg. wdth. & lgth., 6 mos. dry; NO. 3 C., 4/4", reg. wdth. & lgth., 6 mos. dry. J. V. STIMSON HARDWOOD COMPANY, Helena, Ark.

GUM—PLAIN RED

NO. 1 C. & SEL., 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 & BTR., 4/4 to 8/4". BELGRADE LUMBER COMPANY, Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 4/4", reg. wdth. & lgth., 10 mos. dry; FAS, 4/4", reg. wdth., 10-12", yr. dry; FAS & NO. 1 C., 6/4", reg. wdth. & lgth., 15 mos. dry. GEORGE C. EHEMANN & CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, 4/4", 6" & up, 10 to 16", 6 mos. dry; NO. 1 & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to 16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., 4/4". TUSTIN HARDWOOD LUMBER COMPANY, Memphis, Tenn.

GUM—QUARTERED RED

NO. 1 C. & SEL., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. wdths. & lgths., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. wdth. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C., 4/4", reg. wdth. & lgth., 6 mos. dry; NO. 1 C., 5/4", reg. wdth. & lgth., yr. dry; NO. 1 C. & BTR., 6/4", reg. wdth. & lgth., yr. dry. J. V. STIMSON HARDWOOD COMPANY, Helena, Ark.

FAS & NO. 1 C., 8/4"; COM. & BTR., 12/4", sap no def.; COM. & BTR., 8/4". TUSTIN HARDWOOD LUMBER COMPANY, Memphis, Tenn.

GUM—TUPELO

NO. 1 C. & SEL., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

ALL grades, 4/4, 5/4, 6/4, 4", 6" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades, 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, NO. 1 C. & NO. 2 C., all 5/4". TUSTIN HARDWOOD LUMBER COMPANY, Memphis, Tenn.

GUM—MISCELLANEOUS

LOG RUN, 4/4", std. wdth. & lgth., 2 to 6 mos. dry. C. M. CRIM & SON, Salem, Ind.

LOG RUN, 4/4 & 6/4". NICKEY BROTHERS, INC., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

HACKBERRY

LOG RUN, 4/4 & 6/4". NICKEY BROTHERS, INC., Memphis, Tenn.

LOG RUN, 4/4", reg. wdths. & lgths., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

HICKORY

LOG RUN, 6/4 & 8/4", std. wdth. & lgth., green. C. M. CRIM & SON, Salem, Ind.

LOCUST

LOG RUN, 4/4". NICKEY BROTHERS, INC., Memphis, Tenn.

LOG RUN, 4/4", reg. wdth. & lgth., 6 mos. dry. J. V. STIMSON HARDWOOD CO., Helena, Ark.

MAHOGANY

NO. 1 C. & BTR., 4/4, 5/4, 6/4 & 8/4", reg. wdth. & lgth. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

FAS, NO. 1 C., SHORTS, WORMY, 1/4-16/4", pl. & fig. Mex. & African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

MAPLE—HARD

NO. 1 C., 4/4", good wdths., 50% 14-16", 2 yrs. dry; NO. 1 C. & BTR., 10/4", good wdths., 50% 14 & 16", 2 yrs. dry. ATLANTIC LUMBER COMPANY, Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4". reg. wdth. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4", reg. wdth. & lgth., 9 mos. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

COM. & BTR., 8/4 to 12/4", std. wdth., 10-16", 2 to 3 mos. dry. C. M. CRIM & SON, Salem, Ind.

NO. 1 C. & BTR., 6/4", av. wdth. & lgth., 14 mos. dry; NO. 1 C. & BTR., 10/4 & 16/4", av. wdth. & lgth., yr. dry. GILL-ANDREWS LUMBER COMPANY, Wausau, Wis.

LOG RUN, 10/4", reg. wdth. & lgth., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 10/4, 12/4, 14/4 & 16/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 C. & BTR., 5/4 & 6/4". QTD., 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, 10/4"; NO. 1 & BTR., 5/4"; NO. 2, 5/4", all good wdths. & lgths., dry. JONES HARDWOOD COMPANY, Boston, Mass.

FAS, 4/4"; NO. 2 & BTR., 5/4". MASON-DONALDSON LUMBER COMPANY, Rhinelander, Wis.

LOG RUN, 8/4 Welsh Lumber Co., Memphis, Tenn.

LOG RUN, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 3 C., 4/4, 5/4 & 6/4". 4" & wdr. 4' & longer, 14 mos. dry; NO. 2 C. & BTR., 8/4", 4" & wdr. 4' & longer, 14 mos. dry. WHEELER-TIMLIN LUMBER COMPANY, Wausau, Wis.

NO. 1 C. & BTR., 4/4 to 16/4", reg. wdth., std. lgth., yr. to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 to 8/4", 4" & up, 10 to 16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER COMPANY, Rhinelander, Wis.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4 & 6/4". BELGRADE LUMBER COMPANY, Memphis, Tenn.

LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

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LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 10/4", reg. wdth. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, 3/4 & 6/4"; NO. 1 C. 4/4 & 6/4"; NO. 2 C., 4/4". NICKEY BROTHERS, INC., Memphis, Tenn.

NO. 2 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

COM. & BTR. 1/2"; FAS 5/8". NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—PLAIN WHITE

FAS 4/4", good wdth., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. wdths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

BRIDGE PLK., 12/4", 6" & up, 10-18", green. C. M. CRIM & SON, Salem, Ind.

SEL. 5/8", 6" & up; NO. 1 C. 3/4 & 4/4"; NO. 2 & 3 C. 4/4". NICKEY BROTHERS, INC., Memphis, Tenn.

FAS, SEL., NO. 1 C. & NO. 2 C., all 5/8", reg. wdth. & lgths., 6 mos. dry. NORTH VERNON LUMBER COMPANY, North Vernon, Ind.

NO. 2 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 16/4", reg. wdth., std. lgth., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR. 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

NO. 1 C. 4/4", yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

FAS, 3/4 & 1/2", 6" & up, 8" & up, 8 mos. dry; FAS, 4/4" reg. wdths. & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 6 mos. dry; BCKG. BDS., 3/4, 5/4", reg. wdths. & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8" & up. KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

FAS 1/2", 6-9"; FAS 4/4", 6-7"; NO. 1 C. 4/4", NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—MISCELLANEOUS

NO. 1 C. & SEL. 4/4", 8/4" & 10/4"; NO. 1 C., NO. 2 C. & NO. 3 C., 4/4"; FAS, 10/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 4/4, red & white, 6" & up, 8-16", 1 to 2 yrs. dry; NO. 1 & NO. 2 C., red and white, 4/4", 3 to 6 mos. dry; C. M. CRIM & SON, Salem, Ind.

NO. 1 & NO. 2 C., red & white, 4/4 & 5/4", 4" & up, 10 to 16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C. 4/4". CROSSING PLK., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

SD. WORMY & NO. 3 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

COM. & BTR., red and white, 12/4". WELSH LUMBER CO., Memphis, Tenn.

PECAN

LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 1 C., 8/4", good wdths., 50% 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 4/4", reg. wdth. & lgth., 10 mos. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

NO. 1 & NO. 2 C., 4/4"; NO. 2 C., 8/4", reg. wdth. & lgth., 6 mos. dry; FAS, sap no def., 16/4", reg. wdth. & lgth., 8 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

(Continued on page 50)

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	—
Blakeslee, Perrin & Darling ...	4
Buffalo Hardwood Lumber Co..	4
Cobbs & Mitchell, Inc.....	3
Coppock, S. P., Lumber Co.....	—
Crim, C. M., & Son.....	—
East Jordan Lumber Co.....	50
Elias, G., & Bro.....	4
Evansville Band Mill Company.	—
Fathauer, Theo., Company.....	—
Gill-Andrews Lumber Company	45
Hoffman Bros. Company.....	7-29
Jackson & Tindle.....	—
Jones Hardwood Co.....	46
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	—
Maley & Wertz.....	—
Mason-Donaldson Lumber Co..	—
McIlvain, J., Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-43
North Vernon Lumber Co.....	43
Palmer & Parker Co.....	—
Salling, Hanson Co.....	44
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co....	6
Stimson, J. V.....	7-52
Sullivan, T., & Co.....	4
Swain-Roach Lumber Company	7
Taylor & Crate.....	44
Tegge Lumber Co.....	44
Von Platen Lumber Company..	40
Wheeler-Timlin Lumber Co....	45
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon....	40
Wood-Mosaic Company	7
Yeager Lumber Company, Inc..	—
Young, Bedna Lumber Co.....	—
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page	7
Evans, G. H., Lumber Co.....	—
Long-Bell Lumber Co.....	41
Mowbray & Robinson Co.....	7-43

POPLAR.

Anderson-Tully Company....	2-7-12
Arlington Lumber Company....	7-40

RED GUM.

Anderson-Tully Company....	2-7-12
Bellgrade Lumber Company....	12
Bliss-Cook Oak Company.....	7-14
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	10
Brown & Hackney, Inc.....	11
Brown Land & Lumber Co....	12
Brown, W. P., & Sons Lumber Company	—
Ehemann, Geo. C., & Co.....	11
Evans, G. H., Lumber Co.....	—
Ferguson & Palmer Company..	11

Gayoso Lumber Company.....	13
Goodlander-Robertson Lumber Company	7-10
Kraetzer-Cured Lumber Co....	13
Memphis Band Mill Co.....	7-11
Miller Lumber Company.....	7-39
Mossman Lumber Company....	7-12
Paepcke-Leicht Lumber Co....	35
Penrod-Jurden Company.....	10
Pritchard-Wheeler Lumber Co.7-12	—
Russe & Burgess, Inc.....	13
Sondheimer, E., Co.....	12
Stark, James E., & Co.....	12
Stimson, J. V.....	7-52
Stimson Veneer & Lumber Co..	11
Thane Lumber Co.....	11
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	7-52
Welsh Lumber Co.....	11

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	36
Anderson-Tully Company....	2-7-12
Arlington Lumber Company....	7-40
Atlantic Lumber Co., Buffalo...	4
Beaumont Lumber Company...	14
Bellgrade Lumber Company....	12
Bliss-Cook Oak Company.....	7-14
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	10
Brown Land & Lumber Co....	12
Brown, W. P., & Sons Lbr. Co..	—
Brown & Hackney, Inc.....	11
Buffalo Hardwood Lumber Co..	4
Catlin, R. H., Company.....	46
Cornelius Lumber Company....	—
Davis, Edw. L., Lumber Co....	—
Dudley Lumber Company.....	12
Ehemann, Geo. C., & Co.....	11
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	—
Fathauer, Theo., Company....	—
Ferguson & Palmer Company..	11
Gayoso Lumber Company.....	13
Goodlander - Robinson Lumber Company	7-10
Hoffman Bros. Company.....	7-29
Kellogg Lumber Company.....	10
Kerns Lumber Company.....	—
Kosse, Shoe & Schleyer Co., The	—
Kraetzer-Cured Lumber Co....	13
Lawrence, P. J., Lumber Co....	14
Long-Bell Lumber Company....	7-41
Long-Knight Lumber Company	—
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Maley & Wertz.....	—
Memphis Band Mill Company..7-11	—
Memphis Hardwood Flooring Company	—
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-39
Mossman Lumber Company....	7-12
Mowbray & Robinson Co.....	7-43
Murrelle, L. D., Lumber Co....	10
Nickey Bros., Inc.....	25

Norman Lumber Company.....	—
North Vernon Lumber Co.....	43
Paepcke-Leicht Lumber Co....	35
Pelican Lumber Company.....	44
Penrod-Jurden Company.....	10
Pritchard-Wheeler Lumber Co.7-12	—
Russe & Burgess, Inc.....	13
Salt Lick Lumber Company....	6
Sondheimer, E., Company.....	12
Standard Hardwood Lumber Company	4
Stark, James E., & Co.....	12
Stimson, J. V., & Co.....	42
Stimson Veneer & Lumber Co..	11
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7
Taylor & Crate.....	4
Thane Lumber Co.....	11
Thompson-Katz Lumber Co....	10
Three States Lumber Co.....	7-52
Tustin Hardwood Lbr. Co.....	10
Vestal Lumber & Manufacturing Co.....	42
Welsh Lumber Co.....	11
Whitmer, Wm., & Sons.....	6
Willett, W. R., Lumber Co....	—
Willson Bros. Lumber Co.....	6
Wisconsin Lumber Company...	51
Wistar, Underhill & Nixon....	40
Yeager Lumber Co., Inc.....	4
Young, Bedna, Lumber Co....	—

LUMBER COMMISSION.

Alfred P. Buckley.....	46
------------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co..	50
Anderson-Tully Company....	2-7-12
Astoria Veneer Mills & Dock Co.	30
Bird's Eye Veneer Company....	26
Dean-Spikler Company, The...	30
Hoffman Bros. Company.....	7-29
Huddleston - Marsh Mahogany Company	—
Kiel Woodenware Co.....	26
Kosse, Shoe & Schleyer Co., The	—
Long-Knight Lumber Co.....	—
Louisville Veneer Mills.....	—
Mengel, C. C., & Bro. Co.....	—
Nickey Bros., Inc.....	25
Ohio Veneer Company.....	46
Palmer & Parker Co.....	—
Penrod Walnut & Veneer Co...	1
Pickrel Walnut Company.....	26
Rayner, J., Company.....	8
Stark, James E., & Co.....	12
St. Louis Basket & Box Co....	26
Stimson Veneer & Lumber Co..	11
Wisconsin Cabinet & Panel Co.	28
Wisconsin Veneer Company....	—
Wood-Mosaic Company.....	5

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co....	—
Hoffman Brothers Company....	7-29

Huddleston - Marsh Mahogany Co.	—
Kosse, Shoe & Schleyer Co., The	—
Long-Knight Lumber Co.....	—
Mengel, C. C., & Bro. Co.....	—
Palmer & Parker Co.....	—
Pearson, C. H.....	40
Penrod Walnut & Veneer Co...	1
Pickrel Walnut Company.....	26
Purcell, Frank	14
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-14
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	40
Horner, William	6
Long-Bell Lumber Company....	7-41
Mason-Donaldson Lumber Co..	—
Memphis Hardwood Flooring Co.	—
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	5
Hill-Curtis Co.	—

SAWMILL MACHINERY.

Hill-Curtis Co.	—
Sinker-Davis Co.	36
Soule Steam Feed Works.....	52

LOGGING MACHINERY.

Chickasaw Cooperage Company	8
Godfrey, John F.....	40
Lidgerwood Manufacturing Co.	52

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	8
Philadelphia Textile Machinery Company	6

LUMBER INSURANCE.

Davis, A. J., & Co.....	45
-------------------------	----

TIMBERLANDS.

Lacey, James D., Timber Co...	—
-------------------------------	---

MISCELLANEOUS.

Brookmire Economic Service...	—
Buck, Frank R., Co.....	—
Catlin, R. H., Companw.....	46
Childs, S. D., & Co.....	50
Kane Manufacturing Company.	30
Lumbermen's Credit Assn.....	50
Pearson, C. H.....	40
Perkins Glue Company.....	26
Valley Log Loading Co.....	10

(Continued from page 46)

NO. 1 C. 10/4 & 12/4", reg. wdth. & lgth., 6 to 8 mos. dry; SAPS & SEL. 12/4", reg. wdth. & lgth., 6 to 8 mos. dry. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

COM. & BTR. 5/8 & 4/4", ran. wdth. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS. & NO. 1 C. 4/4", NICKEY BROTHERS, INC., Memphis, Tenn.

NO. 1 C. & NO. 2 C. 5/8", reg. wdth & lgth., 3 mos. dry. NORTH VERNON LUMBER COMPANY, North Vernon, Ind.

NO. 2 C., 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 5/8-16/4", reg. wdths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

NO. 1 C. & SEL. 6/4"; NO. 2 C. 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

COM. & BTR. 10/4". NICKEY BROTHERS, INC., MEMPHIS, Tenn.

WALNUT

NO. 2 C. 4/4", reg. wdth. & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS. 4/4", reg. wdths. & lgths., 6 mos. dry; NO. 1 C. 4/4", reg. wdths. & lgths., 6 mos. dry;

COM. & BTR., 5/4", 8" & up, reg. lgths., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS. NO. 1 C., 5/8" to 8/4", very dry. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ALL grades & thicknesses. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

NO. 1 C. 4/4 to 12/4", reg. wdth., std. lgth., 1 to 2 yrs. dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

VENEER

ASH

5/8-1 1/2 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

1/20-5/8. HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican and African. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/2-1 1/2; PL., 1/2-1 1/2 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

WHITE, 1/20. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

POPLAR

1/2-1 1/2 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

Crossbanding and Backing

GUM

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

Panels and Tops

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes, good 1S and 2S. HUDDLESTON-MARSH MAHOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. & BTR., 4/4 & 6/4", reg. wdths. & lgths. FERGUSON & PALMER CO., Memphis, Tenn.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. wdth. & lgth., dry. PENROD, JURDEN & McCOWEN, INC., Memphis, Tenn.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible.

Sample if you ask for it.

S. D.

CHILDS & CO. CHICAGO

We also make Time Checks, Stencils and Log Hammers



Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

FOR PROMPT SHIPMENT, THOROLY DRY

MAPLE

200,000' 4/4 No. 1 C. & B.	100,000' 10/4 No. 1 C. & B.
24,000' 5/4 No. 1 C. & B.	80,000' 12/4 No. 1 C. & B.
38,000' 6/4 No. 1 C. & B.	80,000' 14/4 No. 1 C. & B.
300,000' 8/4 No. 1 C. & B.	50,000' 16/4 No. 1 C. & B.

ELM

22,000' 6/4 No. 2 C. & B.	20,000' 12/4 No. 1 C. & B.
180,000' 8/4 No. 2 C. & B.	102,000' 16/4 No. 1 C. & B.

BASSWOOD

165,000' 4/4 No. 2 C. & B.	5,000' 5/4 Piano key stock, (green)
----------------------------	-------------------------------------

BIRCH

40,000' 5/4 No. 2 C. & B.	38,000' 5/4 No. 3 Common
15,000' 4/4 No. 3 Common	

A Full Line of High Grade Maple

East Jordan Lumber Co.

Manufacturers
IMPERIAL Maple Flooring

East Jordan, Michigan

SAVE YOUR MONEY BY USING THE

RED BOOK

Published semi-annually
in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the United States, Alberta, Manitoba and Saskatchewan. The trade recognizes this book as the authority on the line it covers.

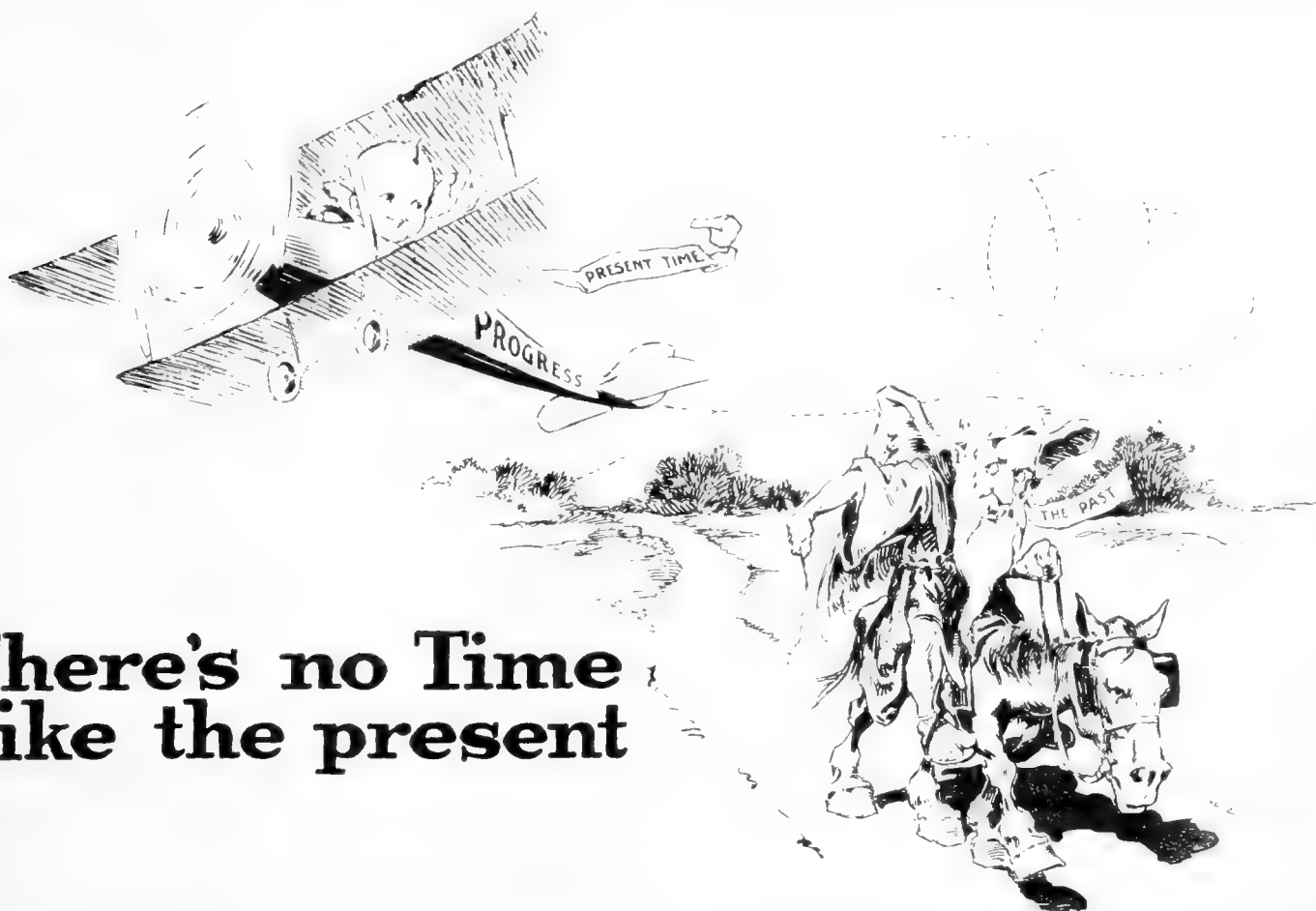
A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Association

Estab.
1875

608 So. Dearborn Street CHICAGO Mention This Paper

55 John Street NEW YORK CITY



There's no Time Like the present

WE would like to give our friends a little inside dope on the hardwood situation, particularly as to stocks and the possibility of any general softening in the market.

Just taking the conditions at the mills as they stand, we find a radically curtailed input of logs, both in the North and the South. It can be stated with authority that southern operators cannot hope for more than fifty per cent log input, while in the North the soft winter will not make possible more than fifty-five to sixty per cent at the most. Conservatively the total hardwood cut this year will not go over sixty per cent of normal production.

So "THERE IS NO TIME LIKE THE PRESENT" for making your calculations as to 1919 hardwood requirements. The cards are against any permanent or general softening of the hardwood market. Manufacturing costs have NOT gone down and won't.

Line up now with us and buy your southern hardwoods from the choicest St. Francis River Basin of Missouri timber, shipped absolutely according to National grades.

WISCONSIN LUMBER CO.

CHICAGO
BAND MILLS - DEERING, MO.

Sincerely,

WIS



STIMSON'S MILLS

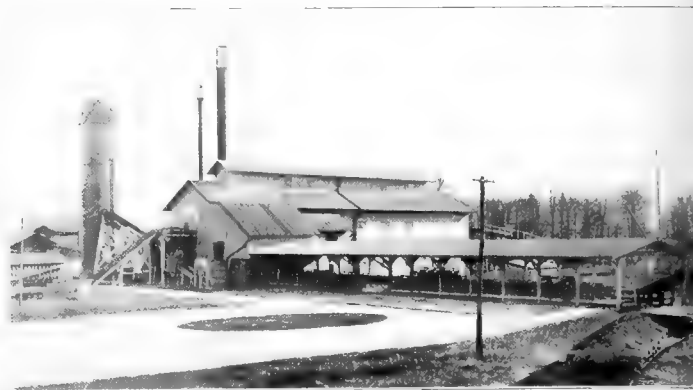
We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

- | | |
|-------------------------------------|---|
| $\frac{1}{2}$ car 4/4 Log Run Beech | 1 car 2 $\frac{1}{2}$, 3, 3 $\frac{1}{2}$, 4" No. 1 Com. & Btr. Hickory |
| $\frac{1}{2}$ car 5 4 Log Run Beech | 1 car 3" No. 2 Com. & Btr. Hard Maple |
| 1 car 4 4 Log Run Cherry | $\frac{1}{2}$ car 4/4 No. 2 Com. & Btr. Soft Maple |
| 1 car 3" Log Run Elm | 1 car 4/4 No. 1 Com. Poplar |
| $\frac{1}{2}$ car 4 4 Log Run Elm | 1 car 4 4 No. 2 Com. Poplar |
| 2 cars 4/4 No. 1 Com. Sap Gum | $\frac{1}{2}$ car 5 4 No. 2 Com. Poplar |
| 3 cars 4/4 No. 2 Com. Sap Gum | |
| 2 cars 4/4x13-17" Gum Boxboards | |

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

THIS SAW MILL FOR SALE



I OFFER for sale the above 9-foot Prescott Pacific Coast type band mill with full complement of auxiliary and power plant machinery; heart yellow pine frame. Modern in every way. Can be moved. Immediate delivery.

PRICE ON APPLICATION TO

W. A. GILCHRIST
 1406 Union and Planters Bank Building,
MEMPHIS, TENN.



Lidgerwood Cableway Skidders

**with Mechanical Slack Puller
 Multiple Skidding Lines**

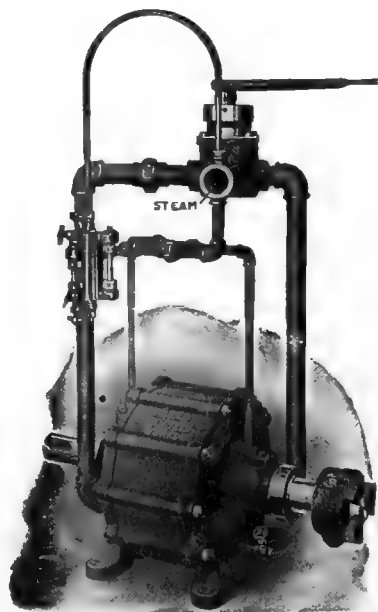
These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

Send for catalogues

LIDGERWOOD MFG. CO.

Originators of Overhead and Ground Steam Logging Machinery

Chicago **196 Liberty St., New York** **Seattle**
 New Orleans: Canada: Canadian Allis-Chalmers, Ltd., Toronto
 Woodward, Wight & Co., Ltd.



On the SAWYER

depends the getting out of lumber at least cost.

Give him a

SOULE STEAM-FEED

and he will cut more lumber with the same payroll.

CATALOG H TELLS HOW
 WRITE FOR IT

SOULE STEAM FEED WORKS
Box 352 **MERIDIAN, MISS.**

Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, FEBRUARY 25, 1919

Subscription \$2.
Vol. XLVI, No. 9

NO GUESS WORK

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience and elimination to be best, apply. In short, our production of southern rotary veneers and hardwood lumber is backed by

PJM
SERVICE

*Synonymous with
Good Timber—Expert Manufacture
—Scientific Drying—Modern Mills—
Satisfaction to the Buyer.*

PENROD-JURDEN COMPANY
MEMPHIS, TENN.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

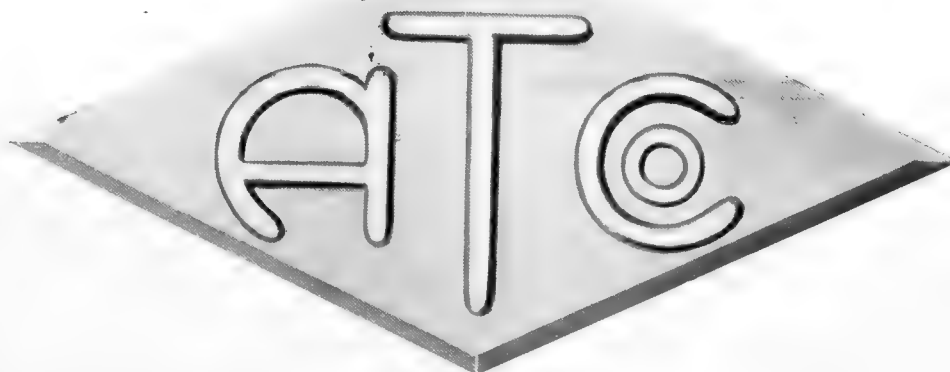
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

Michigan Hardwoods

Cadillac Quality

DRY STOCK FEBRUARY 1, 1919

100 M 4/4 Basswood, No. 1 Common
 50 M 4/4 Basswood, No. 2 Common
 50 M 4/4 Basswood, No. 3 Common
 12 M 4/4 Gray Elm, FAS
 27 M 4/4 Gray Elm, Selects
 100 M 4/4 Gray Elm, No. 3 Common
 60 M 6/4 Gray Elm, FAS and Selects
 100 M 8/4 Gray Elm, No. 2 Common and Better
 66 M 12/4 Gray Elm, FAS and Selects
 4 M 4/4 Birdseye Maple, FAS, End Dried
 30 M 5/4 Maple, Step, FAS
 43 M 5/4 Maple, FAS and Selects
 80 M 6/4 Maple, Common and Better
 58 M 8/4 Maple, FAS and Selects

Also have ample stock of dry 4/4 Maple and can furnish any grade No. 2 Common or better.

Since last September we have been sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry, February 1, 1919—

4 4 Ash, Basswood, Birch, Gray Elm,
 Birdseye Maple, and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8/4 Gray Elm

We have part dry—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

BIRCH	OAK
800,000' No. 2 Com. & Btr., 4/4"	50,000' No. 2 Com. & Btr., 4/4"
75,000' No. 2 Com. & Btr., 6/4"	MAPLE
SOFT ELM	50,000' 1st & 2nds, 4/4" to 16/4"
800,000' No. 2 Com. & Btr., 4/4"	WHITE MAPLE
60,000' No. 1 Com. & Btr., 10/4"	14,000' 3 & 2nds, 4/4", end dried
15,000' No. 1 Com. & Btr., 12/4"	HEMLOCK
BEECH	125,000' 2nd & 3rd, 4/4"
800,000' No. 2 Com. & Btr., 4/4"	ASH
CHERRY	15,000' No. 2 Com. & Btr., 4/4"
17,000' No. 2 Com. & Btr., 4/4"	

Write for Prices

W. D. Young & Co.
 BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple Flooring
 35,000 ft. 13/16" x 4" No. 1 & Btr. Maple Flooring
 24,000 ft. 1 1/16" x 4" No. 1 & Btr. Maple Flooring
 40,000 ft. 4/4 No. 2 Common & Better Ash
 20,000 ft. 4/4 No. 3 Common Ash
 200,000 ft. 5/4 No. 2 Common & Better Beech
 60,000 ft. 8/4 No. 2 Common & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 14,000 ft. 4/4 1st & 2nd Birch
 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
 500,000 ft. 6/4 No. 2 Common & Better Elm
 225,000 ft. 8/4 No. 2 Common & Better Elm
 65,000 ft. 10/4 No. 2 Common & Better Elm
 75,000 ft. 12/4 No. 2 Common & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 30,000 ft. 4/4 No. 3 Common & Better Red and
 White Oak
 10,000 ft. 8/4 No. 2 Common & Better White Oak
 5,000 ft. 10/4 No. 2 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City Michigan

BUFFALO

The Foremost Hardwood Market of the East

BUFFALO HARDWOOD LUMBER CO.

SPECIAL FOR SALE

2" to 4".....No. 1 Common and Better Elm
2", 2½", 3" and 4".....No. 1 Common and Better White Ash
2½" and 3".....No. 1 Common and Better Plain Oak

Hardwoods & Red Cedar

Plain and Qrtd. Oak has been our hobby for years

Yeager Lumber Company

INCORPORATED

EVERYTHING IN HARDWOODS

932 Elk Street

Standard Hardwood Lumber Co.

OAK, ASH AND CHESTNUT

1075 Clinton Street

T. SULLIVAN & CO.

Hardwoods

Ash and Elm

NIAGARA—CORNER ARTHUR

Atlantic Lumber Company HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK

Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate HARDWOODS OF ALL KINDS

A stock of 24,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 53 Years

Rail or Cargo Shipments

Miller, Sturm & Miller

Hardwoods

of All Kinds

1142 Seneca St.

G. ELIAS & BRO.

HARDWOODS

White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring

955-1015 Elk Street

Hugh McLean Lumber Co.

OUR SPECIALTY:

QUARTERED WHITE OAK

940 Elk Street

Blakeslee, Perrin & Darling

A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain & Quartered Oak, Poplar & Walnut.

1100 Seneca Street

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard
LOUISVILLE, KY.

Allport, Ark.
Furth, Ark.
Geridge, Ark.

Eight Band Mills

Fayette, Ala.
Guin, Ala.
Brasfield, Ark.

PLAIN WHITE OAK	85,000' 5/4" No. 2 Com.
250,000' 4/1" FAS	110,000' 8/4" No. 2 Com.
165,000' 4/1" No. 1 Com.	
200,000' 4/4" No. 2 Com.	SAP GUM
PLAIN RED OAK	725,000' 4/4" FAS
115,000' 4/4" FAS	175,000' 5/4" FAS
210,000' 4/4" No. 1 Com.	110,000' 6/4" FAS
195,000' No. 2 Com.	175,000' 8/4" FAS
PLAIN RED AND WHITE OAK	215,000' 4/4" No. 1 Com.
300,000' 8/4" Com. & Btr.	135,000' 5/1" No. 1 C. dry
130,000' 10/4" Com. & Btr.	105,000' 6/4" No. 1 Com.
165,000' 12/4" Com. & Btr.	145,000' 8/4" No. 1 Com.
POPLAR	385,000' 4/4" No. 2 Com.
125,000' 4/4" No. 1 Com.	165,000' 5/4" No. 2 Com.
105,000' 5/4" No. 1 Com.	165,000' 6/4" No. 2 Com.
90,000' 8/4" No. 1 Com.	185,000' 8/4" No. 2 Com.
135,000' 4/4" No. 2 Com.	QUARTERED RED GUM
	115,000' 5/4" Com. & Btr.
	145,000' 6/4" Com. & Btr.
	195,000' 8/4" Com. & Btr.

Wood Mosaic Co., Inc.

Main Office, New Albany, Ind.

BAND MILLS: New Albany, Indiana; Louisville, Kentucky;
Cincinnati, Ohio; Jackson, Tennessee.

POPLAR	ELM
70,000' 3 8" FAS	10,600' 8/4" No. 1 C. & Btr.
22,600' 5/8" FAS	8,000' 12/1" Log Run
42,300' 4/4" FAS	ASH
14,200' 5/4" FAS	9,000' 5/4" No. 1 C. & Btr.
13,600' 6/4" FAS	32,000' 6/4" No. 1 C. & Btr.
PLAIN WHITE OAK	34,000' 8/4" No. 1 C. & Btr.
45,000' 1/4" 1st & 2nds	16,000' 10/4" No. 1 C. & Btr.
28,000' 8/1" 1st & 2nds	40,000' 12/4" No. 1 C. & Btr.
19,100' 5/8" No. 1 C. & Btr.	15,000' 4/4" No. 2 Com.
65,000' 4/4" No. 1 Com.	14,000' 5/4" No. 2 Com.
14,000' 8/4" No. 1 Com.	10,000' 4/4" No. 3 Com.
35,000' 4/4" No. 2 Com.	HARD MAPLE
CHERRY	18,000' 4/4" No. 1 C. & Btr.
50,000' 4/4" No. 1 C. & Btr.	15,000' 8/4" No. 1 C. & Btr.
CHESTNUT	WALNUT
50,000' 4/4" 1sts & 2nds	11,000' 4/4" 1sts & 2nds
QUARTERED SYCAMORE	58,000' 4/4" No. 1 Com.
18,000' 4/4" No. 2 C. & Btr.	25,000' 5/4" No. 1 Com.
	87,000' 4/4" No. 2 Com.
	37,000' 5/4" No. 2 Com.
	25,000' 4/1" Selects

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 No. 1 Com., 200,000 ft.
5-4 No. 1 Com., 15,000 ft., 10 in. and up.
8-4 No. 1 Com., 30,000 ft.
10-4 No. 1 Com., 12,000 ft.
12-4 No. 1 Com., 10,000 ft.
4-4 No. 2 Com., 300,000 ft.
8-4 No. 2 Com., 75,000 ft.

Edward L. Davis Lumber Co.

Kentucky and Indiana Ash Walnut and Hickory

We have a very complete stock of Ash and are prepared to make special grades for Automobile, Aeroplane, and Bending Purposes.

PLEASE SEND US YOUR INQUIRIES

W. R. Willet Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK	POPLAR
4/4 1st & 2nd, 4 cars	4/4 1st & 2nd, 1 car
4/4 No. 1 Com. & Sel., 500,000'	4/4 No. 2 "A", 3 cars
4/4 No. 2 Com., 10 cars	4/4 Nos. 2 & 3, 10 cars
5/4 No. 1 Com., 5 cars	5/8 No. 2 Com., 1 car
4/4 Sound Wormy, 6 cars	4' Lath, 1 car
4/4 No. 3 Com., 10 cars	MISCELLANEOUS
PLAIN RED OAK	5/4 No. 1 Com. & No. 1 Shop Cypress, 1 car
4/4 1st & 2nd, 1 car	4/4 No. 1 Shop Cypress, 1 car
4/4 No. 1 Com., 2 cars	6/4 1st & 2nd Sap Gum, 14' & longer, 1 car
4/4 No. 2 Com., 2 cars	4/4 No. 3 Common Gum, 3 cars
QUARTERED WHITE OAK	2x6 & wider, Sd. & Sq. Edge Oak, 5 cars
4/4 1st & 2nd, average 8", 1 car	Can load separate cars each width.
4/4 Com. & Btr. Strips, 2"-4", 3 cars	

DIMENSION STOCK Mahogany and Walnut

Aside from our production of lumber and veneers—We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

Double Band Mill For Sale Including:

Carriages
Niggars
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS

MAIN OFFICE: PITTSBURGH, PA.

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

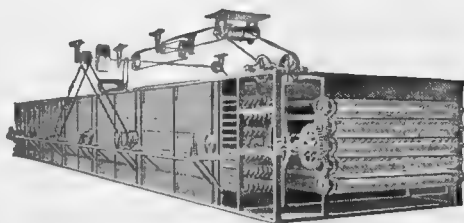
Complete stock of 3/8" and 13/16" in all standard widths

Proctor DRYERS for VENEER

No checks or splits. Enormous output. Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

“USE OAK”

* Has Individual Display Ad on Page Designated.

(*See page 3)
Wood-Mosaic Company, Inc.
Fine Veneers and Hardwood Lumber
New Albany, Ind.
Manufacturer

(*See page 28)
Hoffman Brothers Company
Veneers and Hardwood Lumber
Manufacturer
Ft. Wayne, Ind.

(*See page 43)
The Mowbray & Robinson Company
Manufacturers of Hardwood Lumber and Flooring
Cincinnati, Ohio

(*See page 15)
Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

(*See page —)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Techudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Not one of them possesses much value as a source of lumber, and only the Southern live oak is abundant.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO.
Sikeston, Memphis, Tenn. Manufacturer MISSOURI

(*See page 17)
Charles H. Barnaby
Manufacturers of Band Saw Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 11)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer
Seymour, INDIANA

(*See page 52)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 37)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 52)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 11)
J. H. Bonner & Sons
Manufacturers Band Saw Hardwood Lumber
Memphis, Tenn. Mill: Jonquill, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 3)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 12)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 10)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.

FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

Bedna Young Lumber Company
Manufacturers Band Saw Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: JACKSON, TENN.
Please let us have your inquiries

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 11)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
BREAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.
TRISTLETHWAITE LUMBER COMPANY,
Manufacturer
Washington, LOUISIANA

B, C—
Tallahatchie Lumber Company
Manufacturers of Band Saw Hardwoods
Philipp, Mississippi

(*See page 42)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Saw Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 18)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer
Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-13)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY,
Manufacturer,
Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawed, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO.
Manufacturer
SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

A—
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment
BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Siding and Meminy Falls. W. VA.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 18,300,000,000 and Ohio 18,500,000,000.

J. RAYNER CO.
INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CARROLL AVE. AND SHELTON ST.
CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany & Qtd.-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

Get the M-D Habit

It's a money-saver. The saving doesn't lie only in value for the money, but comes also from the fact that our big stock enables you to buy at less expense. Shopping around is always costly, and there is more satisfaction and less chance for a slip-up if you concentrate your orders as much as possible.

DO YOU NEED

BASSWOOD	500M' 8 1/4" No. 2 & Btr.
400M' 4 1/4" No. 2 & Btr.	100M' 10 1/4" No. 1 & Btr.
200M' 5 1/4" No. 2 & Btr.	100M' 12 1/4" No. 1 & Btr.
2 cars 6 1/4" No. 2 Com.	
BIRCH	2 cars 6 1/4" No. 2 & Btr.
4 1/4 to 8 1/4" 1st & 2nds.	
250M' 4 1/4" No. 1 Com.	SOFT ELM
100M' 4 1/4" No. 2 Com.	60M' 6 1/4" No. 2 & Btr.
200M' 5 1/4" No. 1 Com.	150M' 8 1/4" No. 2 & Btr.
150M' 6 1/4" No. 1 Com.	ROCK ELM
1 car 4 1/4" No. 1 Com. Sel.	90M' 8 1/4" No. 2 & Btr.
Red.	BOX & CRATING STOCK
2 cars 4 1/4" 1st & 2nd Sel.	5 cars 5 1/4" No. 3 Basswd.
Red.	2 cars 6 1/4" No. 3 Basswd.
HARD MAPLE	300M' 4 1/4" No. 3 Birch
3 cars 4 1/4" 1st & 2nds.	200M' 5 1/4" No. 3 Birch
300M' 5 1/4" No. 2 & Btr.	100M' 4 1/4" No. 3 Maple
400M' 6 1/4" No. 2 & Btr.	6 cars 4 1/4" No. 3 Soft Elm
	1 car 6 1/4" No. 3 Soft Elm

We're also mixed car specialists, and offer Flint Flooring in maple and birch, and a complete line of pine and hemlock.

Mason-Donaldson Lumber Company
RHINELANDER WISCONSIN

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Handles and Handlewoods

A former article of this series spoke of the use of white ash in the manufacture of farm tool handles and of the forests in the Memphis district as a source of supply for this commodity. Handles for farm tools are only one kind out of many. Nearly as many sorts of handles are made as there are tools for using them, and each class of tools has a pattern of its own in its handle equipment.

Not only has each tool a pattern of its own, in regard to shape and size; but to a considerable extent each tool calls for a handle of some particular wood. Custom is not the same in all places, and each region is likely to have some one handlewood which is given preference by the people who live there.

Of course hickory holds first place as a handle wood for a large class of tools. More than 40 per cent of all the handle wood in the United States is hickory. That may look like a high percentage, in view of the many kinds of handles in use and the many excellent woods for making them and the abundance of those woods.

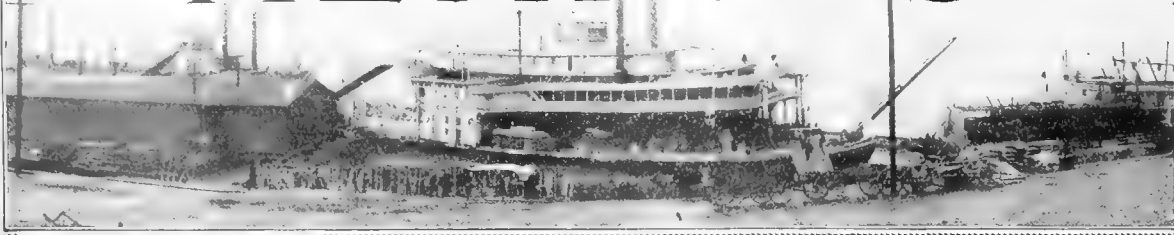
Many articles are provided with handles made of woods other than hickory, for tools are not the only articles that need handles. There are buckets, baskets, boxes, pans, dippers, and scores of other things without entering into an enumeration of the different kinds of tools from the cant hook, one of the largest, to the button hook, one of the smallest.

There are softwood handles as well as those of hardwood; for the little grip or handle for a package, and one quite similar in form for a pail, need not be of hardwood. However, the hardwoods are far more important than the softwoods as material for handles.

(To be continued)



MEMPHIS



Regular Widths and Lengths

CYPRESS

35,000' 4/4" FAS
15,000' 4/4" Selects
25,000' 4/1" Shop
ELM
100,000' 12/4" No. 2 Com. & Btr.

RED GUM

25,000' 5/4" FAS
20,000' 6/4" FAS
15,000' 8/4" FAS
300,000' 4/4" No. 1 Com.
40,000' 5/4" No. 1 Com.
50,000' 6/4" No. 1 Com.
18,000' 8/4" No. 1 Com.

QUARTERED RED GUM

40,000' 8/4" FAS
70,000' 4/4" No. 1 Com.

SAP GUM

100,000' 4/4" FAS
16,000' 1/2" No. 1 Com.
25,000' 5/8" No. 1 Com.
20,000' 3/4" FAS
200,000' 4/4" No. 1 Com.
100,000' 4/4" No. 2 Com.

QUARTERED WHITE OAK

500,000' 1/4" No. 1 Com.
190,000' 1/4" No. 2 Com.

PLAIN WHITE OAK

100,000' 4/4" No. 2 Com.

PLAIN RED OAK

150,000' 4/4" No. 2 Com.

SOUND WORMY OAK

100,000' 4/4"

PLAIN RED OAK

200,000' 5/4" Com. & Btr.
230,000' 6/4" Com. & Btr.
60,000' 8/4" Com. & Btr.
20,000' 10/4" Com. & Btr.
100,000' 12/4" Com. & Btr.

PLAIN WHITE OAK

75,000' 6/4" Common
125,000' 8/4" Common
15,000' 12/4" Common

QUARTERED WHITE OAK

50,000' 4/4" FAS
20,000' 6/4" FAS
50,000' 4/4" Common
50,000' 6/4" Common

ASH

50,000' 12/4" Com. & Btr.
200,000' 5/4" Common

ELM

200,000' 8/4" Log Run

25,000' 10/4" Log Run

50,000' 12/4" Log Run

PLAIN RED GUM

150,000' 4/4" Com. & Btr.

250,000' 5/4" Com. & Btr.

300,000' 6/4" Com. & Btr.

QUARTERED SAP GUM

200,000' 6/4" Com. & Btr.

200,000' 8/4" Com. & Btr.

100,000' 10/4" Com. & Btr.

100,000' 12/4" Com. & Btr.

QUARTERED RED GUM

200,000' 6/4" Com. & Btr.

150,000' 8/4" Com. & Btr.

PLAIN SAP GUM

150,000' 5/4" Com. & Btr.

300,000' 6/4" Com. & Btr.

150,000' 4/4" Common

200,000' 8/4" Com. & Btr.

600,000' 4/4" No. 2 Com.

RUSSE & BURGESS, Inc.

QUARTERED RED GUM

33,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
80,000' 5/4" FAS
200,000' 5/4" No. 1 Com.
42,000' 6/4" FAS
100,000' 6/4" No. 1 Com.
70,000' 8/4" FAS
28,000' 8/1" No. 1 Com.
20,500' 10/4" FAS
9,000' 10/4" No. 1 Com.
9,000' 12/4" FAS

PLAIN RED GUM

60,000' 4/4" FAS
20,000' 4/4" No. 1 Com.
60,000' 5/4" FAS

200,000' 5/4" No. 1 Com.

30,000' 8/4" FAS

7,000' 6/1" No. 1 Com.

18,000' 8/4" No. 1 Com.

QUARTERED SAP GUM

12,500' 6/4" FAS

6,000' 6/4" No. 1 Com.

4,000' 8/4" FAS

3,000' 8/1" No. 1 Com.

PLAIN SAP GUM

62,000' 3/4" No. 1 Com.

47,000' 3/4" No. 2 Com.

38,000' 4/4" FAS, 13" & up

90,000' 5/4" FAS, 13" & up

200,000' 6/4" No. 1 Com.

BELLGRADE LUMBER CO.

SAP GUM

100,000' 4/1 FAS
100,000' 5/4 FAS
50,000' 6/4 FAS
142,000' 4/4 Boxboards
311,000' 4/4 No. 1 Com.
247,000' 7/4 No. 1 Com.
73,000' 6/1 No. 1 Com.
5,000' 8/4 No. 1 Com.
73,000' 5/4 No. 2 Com.
21,000' 6/4 No. 2 Com.
22,000' 8/4 No. 2 Com.
1,000' 4/4 No. 3 Com.
45,000' 6/4 Dogboards

RED GUM

46,000' 4/4 FAS
175,000' 5/4 FAS
1,000' 6/4 FAS
236,000' 5/4 No. 1
30,000' 6/4 No. 1

QTD. RED GUM

75,000' 4/4 Com. & Bet.

125,000' 5/4 Com. & Bet.

17,000' Dogboards

RED OAK

52,000' 4/4 FAS

60,000' 1/4 No. 1

12,000' 4/4 No. 2

PLAIN WHITE OAK

11,000' 4/4 FAS

41,000' 4/4 No. 1

42,000' 4/4 No. 2

1,000' 4/4 No. 3

QTD. WHITE OAK

7,000' 4/4 Log Run

ELM

24,000' 4/4 Log Run

45,000' 8/4 Log Run

CYPRESS

27,000' 4/4 Log Run

15,000' 4/4 to 8/4 Log Run

15,000' 4/4 Pecky

ASH

5,000' 6/4 to 8/4 No. 3

KELLOGG LUMBER COMPANY

BANK OF COMMERCE BUILDING

SAP GUM

48,000' 1x13-12" Box Boards
22,000' 1x9-12" Box Boards
22,000' 1" No. 1 Com.
6,600' 2" No. 1 Com.

PLAIN RED GUM

12,000' 1" FAS
5,000' 2" FAS
58,000' 1" No. 1 Com.
5,000' 2" No. 1 Com.
73,000' 1 1/2" Dog Boards
12,000' 2" Dog Boards

QUARTERED RED GUM

28,000' 2" FAS

20,000' 2" No. 1 Com.

POPLAR

15,000' FAS, S. N. D.
75,000' 1" Nos. 1 & 2 Com.
29,000' 1 1/2" Nos. 1 & 2 Com.
10,000' 1 1/2" Nos. 1 & 2 Com.
30,000' 2" No. 2 Com.

PLAIN OAK

150,000' 1" No. 2 Com. & Btr.

105,000' 1 1/2" No. 2 Com. & Btr.

90,000' 1 1/2" No. 2 Com. & Btr.

65,000' 2" No. 2 Com. & Btr.

115,000' 2 1/2" No. 2 Com. & Btr.

56,000' 3" No. 1 Com. & Btr.

30,000' 4" No. 1 Com. & Btr.

ASH

11,000' 1 1/4" Nos. 1 & 2 Com.

15,000' 1 1/2" No. 1 Com.

25,000' 2" Nos. 1 & 2 Com.

7,500' 2 1/2" No. 1 Com.

MISCELLANEOUS STOCK

34,000' 2 1/2" Maple Log Run

31,000' 3" Elm Log Run

17,000' 1 1/4" Qtd. Sycamore Log

Run

11,000' 1" Tenn. Red Cedar

4,500' 1 1/2" Com. & Btr. Qtd.

Black Gum

ASH

250,000' 8/4" Com. & Btr.

10,000' 10/4" Com. & Btr.

50,000' 12/4" Com. & Btr.

100,000' 4/4" No. 1 Com.

200,000' 4/4" No. 2 Com.

100,000' 4/4" No. 3 Com.

QUARTERED RED GUM

40,000' 4/4" No. 1 Com.

3,000' 8/4" FAS

5,000' 8/4" No. 1 Com.

PLAIN RED GUM

10,000' 4/4" FAS

300,000' 4/4" No. 1 Com.

60,000' 5/4" No. 1 Com.

SAP GUM

25,000' 4/4" FAS

65,000' 4/4" No. 1 Com.

300,000' 4/4" No. 2 Com.

70,000' 4/4" No. 3 Com.

32,000' 4/4" Box Bds., 8-12"

40,000' 4/4" Box Bds., 13-18"

50,000' 5/4" FAS

850,000' 5/4" No. 1 Com.

12,000' 6/4" FAS

15,000' 6/4" No. 1 Com.

SOFT MAPLE

35,000' 12/4" Log Run

PLAIN WHITE OAK

21,000' 5/4" No. 1 Com.

15,000' 6/4" FAS

100,000' 6/4" No. 1 Com.

15,000' 8/4" FAS

20,000' 8/4" No. 1 Com.

65,000' 12/4" Com. & Btr.

60,000' 12/4" Bridge Plk.

PLAIN RED OAK

10,000' 4/4" FAS

80,000' 4/4" No. 1 Com.

20,000' 5/4" FAS

16,000' 10/4" Com. & Btr.

20,000' 4/4" Com. & Btr., Sound

Goodlander-Robertson Lumber Co.

GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.

RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum

2 cars 6/4" Com. & Bet. Plain Red Gum

4 cars 8/4" Com. & Bet. Qtd. Red Gum

5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.

1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

Tustin Hardwood Lumber Co.

Formerly

THE JOHNSON-TUSTIN LUMBER CO.

Valley Log Loading Co.

J. W. DICKSON, Pres.

W. L. TONEY, Vice-Pres.

W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

ASH

250,000' 8/4" Com. & Btr.

10,000' 10/4" Com. & Btr.

50,000' 12/4" Com. & Btr.

100,000' 4/4" No. 1 Com.

200,000' 4/4" No. 2 Com.

100,000' 4/4" No. 3 Com.

QUARTERED RED GUM

40,000' 4/4" No. 1 Com.

3,000' 8/4" FAS

5,000' 8/4" No. 1 Com.

PLAIN RED GUM

10,000' 4/4" FAS

300,000' 4/4" No. 1 Com.

60,000' 5/4" No. 1 Com.

SAP GUM

25,000' 4/4" FAS

65,000' 4/4" No. 1 Com.

300,000' 4/4" No. 2 Com.

70,000' 4/4" No. 3 Com.

32,000' 4/4" Box Bds., 8-12"

40,000' 4/4" Box Bds., 13-18"

50,000' 5/4" FAS

850,000

MEMPHIS



SAP GUM	
35,000' 4/4" Panel, 13" & up	15,000' 5/4" FAS
100,000' 4/4" Box Boards, 13 to 17"	40,000' 5/4" No. 1 Com.
200,000' 4/4" Box Boards, 7 to 12"	15,000' 6/4" FAS
100,000' 4/4" FAS, 13 to 17"	20,000' 6/4" No. 1 Com.
150,000' 4/4" FAS, 6 to 12"	50,000' 8/4" Com. & Btr.
200,000' 4/4" No. 1 Com.	50,000' 10/4" Com. & Btr.
25,000' 5/4" No. 1 Com.	30,000' 12/4" Com. & Btr.
150,000' 6/4" No. 1 Com.	
25,000' 8/4" No. 1 Com.	
SELECTED RED GUM	
250,000' 4/4" FAS	
300,000' 4/4" No. 1 Com.	
25,000' 5/4" FAS	
50,000' 5/4" No. 1 Com.	
60,000' 6/4" FAS	
150,000' 6/4" No. 1 Com.	
40,000' 8/4" No. 1 Com.	
QUARTERED RED GUM	
100,000' 4/4" FAS	
150,000' 4/4" No. 1 Com.	

15,000' 5/4" FAS	
40,000' 5/4" No. 1 Com.	
15,000' 6/4" FAS	
20,000' 6/4" No. 1 Com.	
50,000' 8/4" Com. & Btr.	
50,000' 10/4" Com. & Btr.	
30,000' 12/4" Com. & Btr.	
SOFT ELM	
150,000' 4/4" Log Run	
20,000' 5/4" Log Run	
200,000' 8/4" Log Run	
75,000' 10/4" Log Run	
60,000' 12/4" Log Run	
SOFT MAPLE	
20,000' 4/4" Log Run	
35,000' 6/4" Log Run	
50,000' 8/4" Log Run	
25,000' 10/4" Log Run	
PECAN	
35,000' 8/4" Log Run	

GEO. C. BROWN & CO.

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH
CYPRESS, TUPELO, COTTONWOOD
GUM, SYCAMORE, ELM, MAPLE

MEMPHIS BAND MILL CO.
MANUFACTURERS

SAP GUM	
5 cars 1" FAS	
3 cars 5/4" FAS	
5 cars 6/4" FAS	
7 cars 4/4" Box Boards, 9 to 12	
12 cars 4/4" 13 to 17" Box Boards	
RED GUM	
5 cars 13/17" FAS	
2 cars 5/4" FAS	
2 cars 6/4" FAS	
5 cars 4/4" No. 1 Com.	
1 car 5/4" No. 1 Com.	
3 cars 6/4" No. 1 Com.	
QUARTERED SAP GUM	
4 cars 8/4" No. 1 Com. & Btr.	
2 cars 10/4" No. 1 Com. & Btr.	
2 cars 12/4" No. 1 Com. & Btr.	

PLAIN RED OAK	
5 cars 4/4" FAS	
1 car 5/4" FAS	
1 car 6/4" FAS	
8 cars 4/4" No. 1 Com.	
2 cars 5/4" No. 1 Com.	
6 cars 4/4" No. 2 Com.	
1 car 5/4" No. 2 Com.	
PLAIN WHITE OAK	
10 cars 4/4" No. 1 Com. & Btr.	
3 cars 5/4" No. 1 Com. & Btr.	
2 cars 6/4" No. 1 Com. & Btr.	
3 cars 4/4" No. 2 Com.	
1 car 6/4" No. 3 Com.	
10 cars 6/4" No. 3 Com.	
ELM	
4 cars 5/4" Log Run	
2 cars 8/4" Log Run	
2 cars 8/4" Log Run	
2 cars 10/4" Log Run	
4 cars 12/4" Log Run	

J. H. BONNER & SONS

ASH	
10,000' 8/4" No. 1 Com.	
BEECH	
10,000' 8/4" Log Run	
2 cars 10/4" Log Run	
CYPRESS	
50,000' 4/4" Shop & Btr.	
40,000' 5/4" Shop & Btr.	
15,000' 8/4" Shop & Btr.	
6,000' 12/4" Shop & Btr.	
ELM	
12,000' 5/4" Log Run	
11,000' 16/4" No. 1 Com. & Btr.	
RED GUM	
15,000' 4/4" Com. & Btr.	
25,000' 5/4" Com. & Btr.	
25,000' 6/4" Com. & Btr.	
SAP GUM	
255,000' 4/4" Com. & Btr.	
200,000' 5/4" Com. & Btr.	
1 car 6/4" 1s & 2s	

QUARTERED RED GUM	
2 cars 4/4" Com. & Btr.	
2 cars 8/4" Com. & Btr.	
PLAIN WHITE OAK	
1 car 8/4" 1s & 2s	
1 car 4/4" Com. & Btr.	
4,500' 5/4" 1s & 2s	
5,000' 6/4" 1s & 2s	
8,000' 8/4" 1s & 2s	
50,000' 4/4" No. 1 Com.	
4,000' 6/4" No. 2 Com.	
50,000' 5/4" Log Run	
35,000' 8/4" Log Run	
POPLAR	
15,000' 4/4" Com. & Btr.	
15,000' 5/4" Com. & Btr.	
50,000' 8/4" Com. & Btr.	
100,000' 8/4" No. 2 Com.	
3,000' 10/4" No. 2 Com.	
3,000' 12/4" No. 2 Com.	
10,000' 16/4" No. 2 Com.	

WELSH LUMBER COMPANY

*In Addition to Regular Stock of Ash Lumber We Have the
Following Bone Dry Stock, Upon Which We Will
Quote Especially Attractive Prices on Request.*

ASH	
5 cars 8/4" No. 1 Com., regular widths and lengths	1 car 5/4x3 1/2" to 5 1/2", 1 face clear strips
2 cars 8/4", 1 face clear, shorts, 3" and up, 4 to 7"	1 car 5/1" Sound Wormy
1 car 10/4", 1 face clear, shorts, 3" and up, 4 to 7"	2 cars 12/4x10" up, 1s and 2s
2 cars 12/4" 1 face clear, shorts, 3" and up, 4 to 7"	2 cars 10/4x10" up, 1s and 2s
	1 car 8/4x10" up, 1s and 2s
	1 car 8/4x12" up, 1s and 2s
	2 cars 5/4" 1s and 2s, all 8 and 10"

Thompson-Katz Lumber Co.

DRY STOCK, FEBRUARY, 1919

QUARTERED WHITE OAK		60,000' 4/4" No. 3 Com.
15,000' 4/4" FAS		50,000' 4/4" Sound Wormy
75,000' 4/4" No. 1 Com.		SAP GUM
25,000' 4/4" No. 2 Com.		90,000' 4/4" FAS
8,000' 8/4" FAS		370,000' 4/4" Nos. 1 & 2 Com.
20,000' 8/4" No. 1 Com.		330,000' 5/4" Nos. 1 & 2 Com.
PLAIN WHITE OAK		60,000' 6/4" FAS
19,000' 4/4" FAS		320,000' 6/4" Nos. 1 & 2 Com.
40,000' 4/4" No. 1 Com.		QUARTERED SAP GUM
18,000' 4/4" No. 2 Com.		175,000' 8/4" No. 1 Com. & Btr.
30,000' 4/4" Sound Wormy		RED GUM
80,000' 4/4" No. 3 Com.		50,000' 4/4" FAS
25,000' 5/4" No. 1 Com.		30,000' 4/4" No. 1 Com.
6,000' 5/4" No. 2 Com.		8,000' 6/4" FAS
9,000' 6/4" No. 1 Com.		50,000' 6/4" No. 1 Com.
22,000' 6/4" No. 2 Com.		QUARTERED RED GUM
30,000' 6/4" No. 3 Com.		330,000' 8/4" No. 1 Com. & Btr.
20,000' 6/4" Sound Wormy		ELM
PLAIN RED OAK		130,000' 6/4" Com. & Btr.
42,000' 4/4" FAS		60,000' 6/4" Nos. 2 & 3 Com.
80,000' 4/4" No. 1 Com.		PECAN
40,000' 4/4" No. 2 Com.		30,000' 8/4" Log Run

BROWN & HACKNEY, Inc.

Regular Widths and Lengths

ELM		60,000' BB, 4/4" 9 to 12, Reg.
15,000' LR, 4/4" Reg. width and length		100,000' BB, 4/1" 13 to 17, Reg.
100,000' LR, 12/4" Reg.		30,000' FAS, 4/4" 13 & up, Reg.
PLAIN RED GUM		HICKORY
75,000' FAS, 4 4" Reg.		26,000' LR, 12/4" Reg.
100,000' No. 1 Com., 4/4" Reg.		PLAIN RED OAK
17,000' No. 1 Com. & Btr., 6/4" Reg.		22,000' FAS, 4/4" Reg. 8 to 10
		45,000' FAS, 4/4" Reg.
		75,000' No. 1 Com. & Btr., 6/4" Reg.
QTD. RED GUM		PLAIN WHITE OAK
45,000' FAS, 4/4" Reg.		17,000' FAS, 4/4" Reg.
100,000' No. 1 Com., 4/4" Reg.		18,000' FAS, 10/4" Reg.
30,000' No. 1 Com. & Btr., 6/4" Reg.		20,000' FAS, 12 4" Reg.
		17,000' FAS, 16/4" Reg.
PLAIN GUM		PLAIN WHITE & RED OAK
25,000' FAS, 3/8" Reg.		100,000' No. 1 Com. & Btr., 10 4" Reg.
50,000' LR, 7/8" Reg.		
PLAIN SAP GUM		
100,000' No. 1 Com., 4/4" Reg.		300,000' No. 1 Com. & Btr., 12 4" Reg.
30,000' No. 1 Com., 4/4" Reg.		

Ferguson & Palmer Co.

Regular Widths and Lengths

COTTONWOOD		100,000' 4/4" Nos. 1 & 2 Com., 7 mos. dry
30,000' 8/4" FAS, 10 mos. dry		40,000' 6/4" Nos. 1 & 2 Com., 15 mos. dry
15,000' 12/4" FAS, 10 mos. dry		
9,000' 16/4" FAS, 10 mos. dry		
RED GUM		SOFT ELM
25,000' 4/4" FAS, 10 mos. dry		75,000' 4/4" No. 2 Com. & Btr., 8 mos. dry
15,000' 4/4" FAS, 10' & 12', 12 mos. dry		75,000' 6/4" No. 2 Com. & Btr., 10 mos. dry
50,000' 4/4" No. 1 Com., 9 mos. dry		15,000' 8/4" No. 2 Com. & Btr., 10 mos. dry
15,000' 6/4" FAS, 15 mos. dry		30,000' 12/4" No. 2 Com. & Btr., 15 mos. dry
30,000' 6/4" No. 1 Com., 15 mos. dry		
SAP GUM		SYCAMORE
12,000' 4/4" Box Bds., 8"-12", 12 mos. dry		9,000' 10/4" No. 2 Com. & Btr., 14 mos. dry
40,000' 4/4" Box Bds., 13"-17", 12 mos. dry		

GEO. C. EHEMANN & CO.

MEMPHIS



QUARTERED WHITE OAK
15,000' 4/4" Select.
29,000' 3/8" No. 1 Com.
QUARTERED RED OAK
13,000' 4/4" No. 1 Com.
8,000' 5/4" No. 1 Com.
8,000' 4/4" No. 2 Com.
PLAIN RED OAK
43,000' 4/4" FAS.
27,000' 5/4" FAS.
8,000' 6/4" FAS.
8,000' 3/8" No. 1 Com.
198,000' 4/4" No. 1 Com.
85,000' 6/4" No. 1 Com.
76,000' 4/4" No. 2 Com.
150,000' 4/4" No. 3 Com.
12,000' 12/4" FAS.
50,000' 12/4" No. 1 Com.

ELM
18,000' 4/4" Log Run.
71,000' 6/4" Log Run.
63,000' 8/4" Log Run.

Stimson Veneer & Lbr. Co.

ASH
6,000' 1 1/4" Mill Run, 1 mos. dry
COTTONWOOD
50,000' 1 1/4" W. Box 9 to 12", 4 mos. dry
ELM
17,000' 1 1/4" Log Run, 5 mos. dry
30,000' 12 1/2" Log Run, 5 mos. dry
RED GUM
10,000' 1 1/4" FAS, 6 mos. dry
100,000' 1 1/4" No. 1 Com, 6 mos. dry
SAP GUM
100,000' 1 1/4" FAS, 6 mos. dry
100,000' 1 1/4" No. 1 Com, 6 mos. dry
100,000' 4/4" No. 2 Com, 6 mos. dry
50,000' 1 1/4" No. 3 Com, 6 mos. dry

Average widths and lengths

BROWN LAND & LUMBER CO.

SAP GUM
100,000' FAS, 4/4".
50,000' FAS, 5/4".
70,000' FAS, 6/4".
PLAIN RED GUM
150,000' FAS, 4/4".
10,000' FAS, 5/4".
10,000' FAS, 6/4".
200,000' No. 1 Com., 4/4".
65,000' No. 1 Com., 5/4".
20,000' No. 1 Com., 6/4".
QUARTERED RED GUM
60,000' No. 1 Com. & Btr., 4/4".
80,000' No. 1 Com. & Btr., 5/4".
60,000' No. 1 Com. & Btr., 6/4".
25,000' FAS, 8/4".
50,000' No. 1 Com., 8/4".

ANDERSON-TULLY CO.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 3/4"
RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"
WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"
ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"
PLAIN OAK
40,000' No. 1 C. & B. 16/4", green
COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
50,000' Box Bds., 1s" to 12"
CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/2"

E. SONDEIMER CO.

329,000' 12/4" Log Run.
157,000' 16/4" Log Run.
COTTONWOOD
150,000' 4/4" No. 1 and No. 2 Com.
12,000' 4/4" No. 1 Com., 12" up.
ASH
13,000' 4/4" No. 2 Com. & Btr.
16,000' 8/4" No. 2 Com. & Btr.
39,000' 6/4" No. 3 Com.
MAPLE
14,000' 16/4" Log Run.
QTD. BLACK GUM
13,000' 4/4" FAS.
HICKORY
16,000' 8/4" No. 2 & Btr.
15,000' 12/4" No. 2 & Btr.
QUARTERED SYCAMORE
14,000' 4/4" Log Run.
CYPRESS
23,000' 8/4" Selects.
20,000' 12/4" Selects.
50,000' 4/4" Shop.
125,000' 8/4" Shop.

CYPRESS

150M ft. 4/4 Nos. 1 & 2 Com.
100M ft. 4/4 No. 1 Shop
100M ft. 4/4 Select
30M ft. 4/4 FAS
75M ft. 8/4 Shop
75M ft. 8/4 Select
25M ft. 8/4 FAS
150M ft. 8/4 Nos. 1 & 2 Com.
20M ft. 12/4" Shop & Better

THANE LUMBER CO.

WHITE ASH
16,500' 1 1/4" to 9", 8 1/2" FAS
17,500' 5/4x6" to 9", 8-10" FAS
27,500' 5/4x6" to 9", 8-16" FAS
3,700' 6/4x6" to 9", 8-16" FAS
135,000' 8/4x6" to 9", 8-16" FAS
11,500' 10/4x6" & up, 8-16" FAS
150,000' 12/4x6" & up, 8-16" FAS
43,000' 16/4x6" & up, 8-16" FAS
5,000' 20/4x6" & up, 8-16" FAS
27,500' 4/4x10" & up, 8-16" FAS
3,600' 5/4x10" & up, 8-16" FAS
14,500' 6/4x10" & up, 8-16" FAS
60,000' 8/4x10" & up, 8-16" FAS
1,900' 10/4x10" & up, 8-16" FAS
8,400' 8/4x12" & up, 8-16" FAS
29,600' 12/4x12" & up, 8-16" FAS

12,500' 16/4x12" & up, 8-16" FAS
9,000' 5/4x2 1/2" to 5 1/2", 8-16"
STRIPS
18,000' 6/4x2 1/2" to 5 1/2", 8-16"
STRIPS
No. 1 Common
10,000' 4/4x10" & up, 8-16"
79,000' 6/4x10" & up, 8-16"
9,000' 4/4x3" up, 4' up
16,500' 5/4x3" up, 4' up
27,700' 6/4x3" up, 4' up
235,000' 8/4x3" up, 4' up
40,000' 10/4x3" up, 4' up
15,000' 12/4x3" up, 4' up
14,000' 4/4", 18-20"
9,500' 8/4", 18-20"
7,500' 8/4", 18-20" No. 2 Com.
29,800' 6/4" to 16/4" Nos. 2 & 3

White Ash Our Specialty.

Your Inquiries Invited.

DUDLEY LUMBER CO., Inc.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14" and 16" lengths. Write or wire for prices.

SAP GUM
200,000' 5/8" No. 1 Com. & Btr.
45,000' 4/4" Box Bds., 13 to 17"
60,000' 4/4" Box Bds., 9 to 12"
90,000' 4/4" 1&2, 13 to 17"
150,000' 4/4" 1&2, 6 to 12"
150,000' 4/4" No. 1 Com.
250,000' 4/4" No. 2 Com.
250,000' 5/4" Nos. 1 & 2 Com.
QUARTERED SAP GUM
200,000' 8/4" No. 1 Com. & Btr.
PLAIN RED GUM
100,000' 5/8" No. 1 Com.
75,000' 4/4" 1&2
30,000' 5/4" No. 1 Com.
15,000' 8/4" No. 1 Com. & Btr.
QUARTERED RED GUM
150,000' 4/4" No. 1 Com. & Btr.
30,000' 5/4" No. 1 Com. & Btr.
15,000' 6/4" No. 1 Com. & Btr.

75,000' 8/4" No. 1 Com. & Btr.
SOFT MAPLE
40,000' 8/4" Log Run
30,000' 10/4" No. 1 Com. & Btr.
PLAIN RED OAK
15,000' 4/4" 1&2
50,000' 5/4" 1&2
50,000' 5/4" No. 1 Com.
30,000' 6/4" No. 1 Com.
30,000' 4/4" No. 2 Com.
45,000' 6/4" No. 1 Com.
45,000' 10/4" No. 1 Com. & Btr.
PLAIN WHITE OAK
75,000' 4/4" No. 1 Com. & Btr.
30,000' 6/4" No. 1 Com. & Btr.
15,000' 8/4" No. 1 Com. & Btr.
SOFT ELM
75,000' 6/4" Log Run
45,000' 12/4" Log Run
50,000' 10/4" Com. & Btr.

PRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

COTTONWOOD

36,000' 12/4" 1s & 2s
28,000' 16/4" 1s & 2s

ASH

40,000' 8/4" 1s & 2s
68,000' 8/4" No. 1 Com.

CYPRESS

75,000' 4/4" Select
82,000' 4/4" No. 1 Shop
325,000' 4/4" No. 2 Com.
114,000' 8/4" Select
255,000' 8/4" No. 1 Shop
235,000' 8/4" No. 1 Com.
112,000' 8/4" No. 2 Com.

JAMES E. STARK & CO., Inc.

В

CAIRO, ILL.

Order No. Date

Car No. Initial Capacity Tare

From

To

King..... Inspector.....

This fall is made on tickets of which this is No.

Of Single Duplicate or Tripli-
cate Lumber Tally Ticket
(without Loose Carbon Sheets)
used in the

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HARDWOOD RECORD

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CHICAGO

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WE MANUFACTURE

White Oak	Gum
Red Oak	Sycamore
Poplar	Ash
Hickory	Walnut
Elm	Cherry
Maple	Chestnut, Etc.

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Swain-Roach Lumber Co.
SEYMOUR, INDIANA

Indiana Hardwoods

We Cut

Indiana Hardwood Lumber

Exclusively—No Southern Timber

Write us for prices and list of stock in shipping condition

Just Now We Are Anxious to Move:

2 cars 4/4 Plain Oak, Bone Dry, 1s & 2s
2 cars 6/4 & 8/4 Hickory, Green, No. 1 & 2 Com.
1 car 8/4 & 10/4 Hard Maple, Com. & Btr.
2 cars 4/4 Plain Oak, No. 1 & 2 Com.
1 car 4/4 Maple—No. 2 Com. & Btr.
1 car 6/4 Beech—No. 1 Com. & Btr.
2 cars Beech Green, cut to order, any thickness, from prime logs

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Indiana
Quartered Red and White

OAK

1,000,000 feet of dry stock carried at all times.
ALSO PLAIN OAK AND ASH

We manufacture all stock carried

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FRANK M. CUTSINGER, Pres. GEO. H. FOOTE, Vice-Pres. & Treas.
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a Specialty

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INDIANA HARDWOODS

HARDWOODS HISTORY

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 40,000 5/8 Selects Plain White Oak
 50,000 5/8 No. 1 Com. Plain Wh. Oak
 40,000 5/8 No. 2 Com. Plain Wh. Oak
 90,000 5/8 Com. & Btr. Sap Gum
 15,000 5/8 Com. & Btr. Red Gum
 20,000 5/8 1s & 2s Poplar
 90,000 5/8 No. 1 Common Poplar
 90,000 5/8 No. 2 Common Poplar

Write for Our Complete List and Prices

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Have you seen any better Walnut logs than these?

THEY all grew right in Indiana where hardwoods have always held the choicest farm lands. The best growth of timber as well as the best yield of wheat comes from good soil. The soundness of the log-ends shows that they fed on the fat of the land. My

Indiana Oak

comes from the same soil

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 GREENCASTLE, INDIANA

BEDNA YOUNG LUMBER CO.

MANUFACTURERS

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 One Car 5/8" Clear Sap Poplar
 One Car 4/4" No. 1 & No. 2 Common Bung Poplar
 One Car 8/4" No. 1 Common & Better White Oak, 10" & up wide
 Three Cars 12/4" No. 1 Common & Better Soft Elm
 Five Cars 5/4" No. 1 Com. & Btr. Qtd. Red Gum, Sap no defect
 Three Cars 6 1/4" No. 1 Com. & Btr. Qtd. Red Gum, Sap no defect
 Four Cars 8/4" No. 1 Com. & Btr. Qtd. Red Gum, Sap no defect
 One Car 10/4" No. 1 Com. & Btr. Qtd. Red Gum, Sap no defect
 Three Cars 4/4" No. 1 Com. Qtd. Gum, 18" & up wide
 Four Cars 4/4" Gum Box Boards, 13 to 17" wide
 One Car 4/4" Gum Box Boards, 9 to 12" wide
 One Car 4/4" 1s & 2s Qtd. White Oak, all 6" wide
 One Car 5/4" Clear Qtd. White Oak Strips, 4/4 1/2" wide
 Three Cars 4/4" No. 2 Com. Qtd. White Oak

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FOUR BAND MILLS

and carry large stocks of:

QTD. WHITE OAK	ASH	POPLAR
QTD. RED OAK	HICKORY,	WALNUT
PLAIN WHITE OAK	GUM	ELM
PLAIN RED OAK	MAPLE, ETC.	

Can furnish you highly satisfactory stock at the right prices

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MALEY & WERTZ
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ALL KINDS SOUTHERN HARDWOODS CRATING

"We specialize in furnishing Factory Stock, including all grades and thicknesses of Cypress, Sap, Red, Tupelo and Black Gum, Cottonwood, Oak, Elm, Sycamore and Ash. Permit us to take care of your orders."

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St. Louis Missouri

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5/8", 3/4", 4/4", 5/4", 6/4", 8/4", 12/4", 16/4"
1/4", 3/8", 1/2", 5/8", 3/4", 7/8"

ROUGH

QUARTERED WHITE OAK Plain White and Red Oak

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WHITE, ASH
CYPRESS

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CHATTANOOGA, TENN.

BLISS-COOK OAK CO.

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions	17
Production and Wages	17
American Money to Finance Our Foreign Trade	18
Angle of the Housing Problem	18

SPECIAL ARTICLES:

Something New in Lumber Export	19
Victory in Vehicle Stock List	20
Only 3,000,000 Feet of Logs in Memphis—50,000,000 Feet Normal Supply	20
The Building Situation	21
Important Announcements from Washington	22
Letters From A Panel User	23
Foreign Parcel Post Service	24

CLUBS AND ASSOCIATIONS:

Eastern Salesmen Full of Confidence	19
Inspection Rules Committee to Meet	20
Open Price Operators Enthusiastic	21
Further Views On Inspection	31
Miscellaneous	31-32

THE MAIL BAG	31
WITH THE TRADE	32-33
PERTINENT INFORMATION	33-36
HARDWOOD NEWS	36-42
HARDWOOD MARKET	42-45
CLASSIFIED ADVERTISEMENTS	46-47
HARDWOODS FOR SALE	47-48
ADVERTISERS' DIRECTORY	49

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Complete Stock of Northern Hardwoods

BASSWOOD

4/4" No. 2 Common and Better, All Grades

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WISCONSIN

GILL-ANDREWS LUMBER CO.



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Review and Outlook

General Market Conditions

TAKING the country over, hardwood purchases have shown a slight improvement during the past few weeks, though the change is rather spotty and not well enough distributed for everybody to have seen the benefit. This has undoubtedly resulted from greater use for hardwood lumber among factory lines which in turn has been brought about by developing orders for manufactured goods.

Conferences at Washington have considerably clarified the situation regarding government owned lumber and there is little likelihood of any of this material getting into the market precipitously. At the most the volume of stock in government hands is not large enough to be a serious factor, although had it been turned loose without regard to commercial transactions it might have had a very injurious effect. With the matter now well worked out there is no chance of government owned material influencing the commercial trend to any noticeable extent.

The passing weeks show developing scarcity in log input, strengthening the forecast of inadequate hardwood production during the winter months. The season of favorable logging will not come around for another month or six weeks and in the meantime stocks are lessening and log piles rapidly vanishing.

A serious drawback in export business is difficulty in getting shipping space and favorable rates, but it appears that the near future must bring about some improvement in this matter as the call from importing sections abroad is so insistent that it must eventually be heard.

The most promising feature of the building prospects is the real strength and influence behind the movement to build now as with government recognition of the desirability of activity in the building fields, which recognition will undoubtedly take the form of financial help, many people will take advantage of this condition enabling them to build on a cost basis which will be spread over a number of years. Arguments against building on account of high cost of investment are very logical, but they will not necessarily hold indefinitely if those costs continue high for some time to come. The demand for building is increasing radically and someone is going to start operations just as soon as it becomes evident that there is no immediate hope of a decided cut in the cost of construction, in taxes, in supply and in maintenance.

In the meantime it may be expected that prices in general will reflect this situation. As a matter of fact reports coming from many sources lately have shown a tendency to clarify rather than recede. On the whole, therefore, the outlook is very good so far

as the value of hardwood products is concerned but it is all a question of how necessary it is for the trade to market its lumber.

There is no doubt whatever as to the intrinsic value of stock based on cost of production alone. The main question is as above stated, one rather involving the ability of those responsible for marketing hardwood lumber to stand out for what they consider the worth of their product.

Production and Wages

SOME OF THE STRIKERS in the English mines recently demanded a five-hour day with more pay than they formerly received for ten hours. Nothing quite so radical has been demanded by real laborers in this country, though some of the walking delegates, who are agitators and loafers by profession, advocate measures equally impossible.

A great many articles are being written these times, intended to show that labor must be paid from the proceeds of labor, and that if a workman receives in wages as much as he produces by his labor, he has reached the limit of possibilities. The only way to receive more is to produce more. If hours are continually being shortened, without a corresponding improvement in methods whereby production is increased, the logical result will be that wages must be accordingly lowered. That may not follow at once, but must follow ultimately.

Strikers usually take it for granted that increased wages can be paid, whether production increases or not. They usually do not reason far enough to draw conclusions from the fact that it is physically impossible to pay to labor more than labor produces, and keep it up very long, though the wish is general to pay the workman as well as business will permit.

Take the lumber industry as a concrete case to the point. Practically every meeting of lumber manufacturers, furniture and vehicle makers, and others who depend on lumber for raw material, since the signing of the armistice has expressed the wish to keep wages as nearly up to the present level as possible; but everyone recognizes the impossibility of doing so, unless good markets can be found for plenty of lumber. Similar sentiments have been voiced by nearly all industries. There must be plenty to sell, and markets must be good, if wages are to remain high.

Suppose that a general shortening of hours in many industries cuts production down until a scarcity of commodities results? The manufacturer's income will decrease, and he will have less wherewith to pay his workmen, though he might receive a higher price for the reduced output which he has for sale.

The tendency to shorten hours, if carried beyond a reasonable point, must curtail production, thereby restrict wealth, and consequently the workmen's share of it, like other people's share, must be less. Manufacturers generally are showing an open mind and a liberal attitude toward the shorter hour movement. They want to go as far as possible with it, but they recognize the limit beyond which it is impossible to go without destroying industry.

The same conclusion holds true in regard to increased wages as to shorter hours. The striking shipbuilders at Seattle demanded eight dollars a day. If their work produces that much wealth, they should have it; but suppose it does not, should they have it, anyhow? If so, where is it to come from? Since wages can be paid only from the products of labor, if one set of workmen receive more than they produce, some other set must receive less. That point is often overlooked. There is interdependence, more than some people think.

It is pretty difficult for the individual workman to ascertain just how much he is producing; but it is not so difficult to strike an average for the whole industry; and if cost is above the value of production, that industry must stop. If shipbuilders will not work for less than eight dollars a day, and the ships which they build cannot earn enough to pay it, the yards must close. If coal miners in England will work only five hours a day, and the coal which they dig will not sell for enough to pay the wages of the miners, the mines must close.

It is no answer to this to say that accumulated capital should be drawn upon to make up the difference. The accumulated capital, in these two instances, consists of the shipyards at Seattle and the unmined coal in England. The Russian Bolsheviks have drawn upon that kind of "accumulated capital" to pay unearned wages until the country has gone to the devil and the people are starving to death.

In a more general way, all the accumulated capital in the country is represented by tangible property, the farmer's fields, the railroad's bridges and tracks, the lumberman's trees and mills, the merchant's calico and nails, and so on. These things are for the laborer's benefit as much as for anybody else's. The only accumulated capital in the form of cash consists of the coins in the stocking which the miser hides in the ash can to keep them safe.

American Money to Finance Our Foreign Trade

WHEN PEACE HAS FINALLY BEEN MADE and the war is officially declared to be over, one rather important change will take place in this country's practice. It will lend no more money to the allies as governments. The United States, up to this time, loaned them about eight billion dollars.

That change in policy will bear directly on our exports. The money which this country has been loaning to the allies has been spent, almost to the last dollar, in this country. The fact is, very little of it ever left the United States, but it was held here to be used in paying for goods bought by the nations to whom the money was loaned. It was simply placed to their credit, and when they bought supplies from us, they gave an order on the United States government for the amount, and the government paid the seller. So far as the buyer and seller were concerned, the transaction was closed; but the transaction will not be finally closed until the government that borrowed the money has repaid the loan into our national treasury.

Transactions of that kind have totaled about eight billion dollars, as stated above, and have added enormously to the business which our people have been able to do abroad. It will not continue after peace has been declared. After that time, those foreign governments must finance their purchases with money procured in other ways. They may, and probably will, borrow from American banks and individuals. If so, they will continue to purchase goods here with American money; and their purchases will depend largely upon the amount of money they may be able to borrow on this side of the sea.

Our business men are striking out for foreign trade; yet, it will not do to forget that foreigners cannot buy unless they can find the wherewith to make payment. Willingness to buy and ability to do so, are two things, and the latter is as important as the former. It is possible, and it is usual, to make payments between citizens of differ-

ent countries, in commodities rather than in real money, it becoming an exchange of products, negotiated through banks and associations. If our foreign trade returns to that basis, no great amount of actual cash will be needed in closing deals; but foreign trade for some time must be largely cash transactions, for at present the countries with which we expect to trade have little to sell. They will have more when their factories are again running full. Meanwhile, they must have cash, and after our government quits furnishing it, it must be raised in some other way. Plenty of it exists in this country. At the close of the year 1918 the resources of our national banks exceeded twenty billion dollars (\$20,042,224,000). That broke all records in our history. Enough money can be spared to enable foreigners to trade extensively with us; but if they borrow money from American banks, it should be under the stipulation that it shall be spent in America in the purchase of what our people are prepared to sell.

Angle of the Housing Problem

THE MOVEMENT LOOKING TOWARD BETTER HOUSING conditions for the people, particularly for the common laborers, is taking form in various parts of the country. In some places the proposed laws have the backing of certain cities; elsewhere the state is the unit in which the movement centers; while some headway is being made in having congress pass laws applicable to the whole country. Grand Rapids, Mich., has enacted a housing law; a state measure of a similar kind is before the Illinois legislature, and the movement is gaining more or less headway in many places.

It is primarily a social movement. It is supported principally by settlement workers in the congested districts of industrial centers where living conditions are bad. The purpose of the movement is to provide better living conditions for laborers and their families; more air, more light, better sanitary conditions, more wholesome food and better prepared, and other needed reforms along similar lines, all leading upward to better citizenship and more efficient people.

The movement thus far has obtained its chief support from philanthropists, economists, and persons who may be classed as idealists; but it is time to inquire whether help should not come from that class who prefer to be called business men? Is there not something in the movement which promises to make it worth while to persons who are little influenced by anything except profit and loss, and who measure profit and loss by dollars and dimes?

The hard-headed and cold-hearted lumberman (if there be any such) might ask why he should interest himself in cleaning the slums, taking families out of basements and ramshackle tenements and putting them where they can breathe good air and be rid of dirt, rats and cockroaches?

The question should not be hard to answer, in terms of money. Better housing conditions for the poor and improvident means more materials for repairs, more doors and windows, better floors and roofs, more and better furniture. These must come from the man who has for sale lumber, hardware, cement, shingles, paint, and scores of other commodities. The wrecking of a block of shacks and the building of cottages in their place, means business for many dealers, and labor for many workmen.

Taking that view of the matter, it becomes apparent that the burden of the movement should not be left to settlement workers, sanitary boards and commissions, economists, theorists, and agitators; but it should have the support of business men, as a matter of business. The necessary steps for such support consist in, first, ascertaining the need, then devising measures, and finally pushing the necessary measures before city councils, state legislatures, and the congress of the United States, until adequate housing laws are placed on the books and machinery has been provided for putting the laws into effect.

The berries or beans of a small tree in Texas known as *sophora* was formerly an article of barter among Indians. An Indian has been known to swap a horse for a pint of the red seeds, which he made into a kind of coffee and drank for its intoxicating effect. The beverage was apt to put him to sleep, and sometimes he never waked. They called the tree "sleepbush."

Eastern Salesmen Full of Confidence

On February 7 at Philadelphia the Eastern Lumber Salesmen's Association held its first stated meeting under the new schedule. Vice-President H. C. Magruder was in the chair. Three new members were elected, J. C. Tenant and J. J. Rumbarger of the Babcock Lumber Company, and S. B. Dill, Haddon Heights, N. J. It was announced that the directors had opened wider the membership to make principals eligible, provided they actually go out and sell lumber.

Several excellent papers were read before the convention, and summaries of some of them appear below.

B. C. Fitzgerald of the Goodyear Lumber Company handled the subject of the relation of the salesman to the retailer, speaking from experience and observation. He insisted that the retailer can either make a salesman a success or a fizzle, and then went on as follows:

He can make a salesman a recognized leader in his profession with a large clientele and one whose services are sought from year to year by competitors, or he can make him a mediocre, plodding-along, unwelcome visitor, who manages to get just enough orders to hold his position, providing he keeps his expense account down. Very often a retailer will be in a quandary as to what stock he should purchase for a particular purpose and along comes a salesman with no regard for his own future and, with the retailer showing some interest in a certain line of stock, books his order for something which the salesman knows will not be satisfactory, but he has made a sale and goes away glorying in the fact that he has another order to send in to the house that night. The salesman has made a sale and possibly scored a hit with the sales manager for the time being for moving that special bunch of stock at a nice price, but later on the sales manager will undoubtedly want to know why they are not getting some more orders from that particular retailer.

Some salesmen do not seem to realize that every time they lose a retailer as a customer they are cutting off part of their own support and are jeopardizing their future welfare. They believe in the theory that they can always pick up a new one to replace the one they lost; but that is an erroneous idea, and, furthermore, it would be far better to retain the old customer and also acquire the new one.

The consideration which a retailer gives a salesman is based first upon his manner of introduction and his own personality, and secondly upon the concern that he represents, and the salesman when in the office of the retailer must at all times take a secondary position to other matters acclaiming the attention of the buyer at that time, and consider himself in the position of the small boy at the table when the minister is taking dinner with the family—he must be seen and not heard. Undue familiarity on the part of a salesman is resented by most buyers, and, while they do not always show it, will in itself detract from the respect that the salesman would otherwise command, and the moment that the salesman's remarks or actions encroach upon the dignity of the buyer the salesman greatly reduces his possible percentage of successful attainment with that particular retailer.

A few retailers believe in placing their orders by mail with houses, sometimes questionable, who flood them with circulars rather than allotting them to the different salesmen who solicit their business. Those retailers all have wonderful stories to tell of how they bought a carload very cheaply, but usually after it arrives they begin to realize that the fellow sending out the circular does not give them any more than what they pay for.

Outlook for Particular Woods

G. B. Woodhall of the Chicago Lumber & Coal Company addressed the meeting upon the outlook of the yellow pine situation in 1919, and E. C. Strong of the Forest Lumber Company enlarged upon the present situation of hardwood and hemlock. He suggested that if the majority of retailers knew the exact condition of hemlock stocks there would be an unprecedented scramble to buy at once. The high cost of manufacturing hemlock and putting it on the cars, \$23 or more in some of the territory, gives a hint of what may happen in the near future.

The speaker was of the opinion that there should be less apprehension concerning hardwoods than of any other class, and that one thing is positively certain, and that is that hardwood lumber is not produced ready for market in a rapid manner. He said in part:

Granting that labor was distributed at the present time in an equitable

way at producing points and that production was progressing at maximum capacity, the stock manufactured and stuck now would not be ready for market before summer and fall, and a lot of it not until some time later, and labor is by no means normal at mill points. Hardwood manufacturers the country over have been badly handicapped for some time, due not only to labor conditions, but by the very severe winter last season, high water this season, the influenza epidemic; and those mills depending upon the railroads to transport their logs, and they are many, have been badly tied up by car shortages, embargoes, etc., all contributing to curtail production. There has not been any surplus of dry hardwood lumber for some time; many items have been cleaned out entirely, and from the present outlook there isn't any likelihood of there being any very soon.

HARDWOODS USED BY THE GOVERNMENT

It is frequently stated by persons who have not fully informed themselves, that during the war the government made relatively small use of hardwood. That view will not stand the light of investigation. The navy, marine corps and the shipping board took many millions of feet, and are not through yet. The aircraft departments did likewise, and what they have left does not seem to fit commercial requirements. The army did likewise, although probably not so noticeable on account of its going indirect; as example, a few million feet alone were used for tent pins. Britain, France and Italy had lumber departments established in this country, and the per cent of hardwood used was heavy. How long do you suppose it is going to take to reproduce this stock, ready for market, taking into consideration our commercial consumption here, say nothing of the prospects of our export trade? Today Britain alone is stripped of American hardwoods, outside of some 15,000,000 feet purchased for war purposes, which like ours do not fit their commercial demands. Of course England and Scotland have no supplies of home growth that can contribute to the relief of the shortage, and practically the whole dependence must rest on imports.

There is a feature that has bettered the hardwood situation materially, that being the fact that low grades have advanced more proportionately than high grades. This creates a more healthy condition for the manufacturer, for why should he go along producing low grades at a dead loss and gambling on making it up on what higher grades he might get? There were many consumers who were forced to use hardwoods on account of their inability to secure other woods which they had heretofore been remanufacturing. They have now learned the virtues of these hardwood items which they substituted, and I can recall many instances where they are not going to return. The above will have a tendency to strengthen the manufacturers' situation regarding the low grade problem, which has always been more or less of a nightmare.

There is not a surplus of labor in this country, and there hasn't been for some time back, due not only to the industrial activity caused by the war, but by the lack of immigration. This will be offset now still by the lack of immigration, by the fact that some half million foreigners returned to their home lands during the past four years, by the fact that some hundred thousand more are now awaiting passage back, by a larger standing army, and by the necessity of providing materials not only for our home consumption but likewise for foreign countries and a great deal different basis than prior to 1914.

Something New in Lumber Export

What is thought to be the first shipment of American house-building materials ever sent direct to Norway has recently gone forward, and a trade that was started with the help of the Bureau of Foreign and Domestic Commerce now promises to develop into one of important dimensions. The initial shipment consisted of 120,000 feet of yellow pine and went from Louisiana, being shipped from the port of New Orleans. The lumber was of different dimensions suitable for wooden buildings. A second shipment, not quite so large, went forward a few days later to the same destination, and other orders are expected. In addition, orders have been placed in Louisiana for certain hardwoods for decorative interior finish, among such being oak. A company has been organized to carry stocks of such materials in Christiania, Bergen, and Trondhjem. Norway has always been an exporting country in timber and timber products, and the fact that orders of considerable size have been bought in America is important. If we can export wood to Norway, no reason is apparent why we may not make shipments to any countries in Europe. For that reason, our export lumber trade with Europe will be watched with much interest.

Sweeping Victory in Vehicle Stock Suit

Judge F. F. Heiskell, Part 1, Chancery Court, this (Shelby) county, handed down a decision February 13 that the Gayoso Lumber Company, Memphis, was entitled to recover \$21,000 from the Kelsey Wheel Company, Detroit and Memphis, on the ground that the latter had breached its contract with the former. This amount represented the difference between the cost of manufacture of 700,000 feet of red and white oak, not taken on a contract for 1,000,000 feet, and the average contract price for approximately 325,000 feet actually taken by the company.

The cost of manufacture, it developed during the trial, amounted to \$38 per thousand, as based on the experience shown in the case of the stock actually delivered, while the average contract price, owing to difference in grades, amounted to \$67.10. The contract for 1,000,000 feet of 2¼-inch stock for the manufacture of wheels for army escort wagons was made January 12, 1918, at prices ranging from \$85 to \$60 per thousand, according to grade and character. The Gayoso Lumber Company actually manufactured 300,000 feet of 2¼-inch stock, of which the Kelsey Wheel Company took 125,000. The Kelsey Wheel Company also accepted 150,000 feet of 3¼-inch stock, making a total of approximately 300,000 feet of the original amount of 1,000,000 feet.

In view of the fact that the 3¼-inch stock was used for the manufacture of wheels on a cost-plus contract with the government, the Gayoso Lumber Company contended that the 3¼-inch stock delivered to the company should not apply on the 1,000,000-foot contract and that it should recover the difference between cost and contract price on 875,000 feet, the discrepancy between the 125,000 feet of 2¼-inch stock and the contract for 1,000,000 feet thereof. The court ruled against the complainant on this point, however, and assessed damages on the basis of 700,000 feet.

This is the largest judgment ever given a lumber company in this centre and the case has attracted considerable attention on this account. But, what is far more important, the ruling of the court vindicates lumbermen of Memphis of the charge of "profiteering against the United States in a time of national peril," a charge contained in the answer of the Kelsey Wheel Company to the original bill of the attorneys for the complainant. The lumbermen holding this and similar contracts went to Washington last spring and, through Caruthers Ewing, their attorney, offered to sell lumber for the manufacture of army vehicles at any price the government designated provided the government got the benefit of the reduction. It was developed at that time, however, that the contracts in question were straight contracts with implement manufacturers and that the latter would have been the beneficiaries of the reduction in price and that the government would have received no benefit whatever therefrom.

The case gains additional importance from the fact that other lumber firms held similar contracts with the Kelsey Wheel Company, some of whom reduced their prices from \$85 and \$60 to \$70 and \$50 and some of whom refused to cut their selling figures just as did the Gayoso Lumber Company. It is possible that those who did not cut their prices and who were therefore unable to effect delivery in full to the Kelsey Wheel Company may have recourse to the courts for a settlement of the issues involved.

One of the points of peculiar interest, developed during the trial, was the admission on the part of A. E. Mahannah, manager of the Kelsey Wheel Company, Memphis, that he did not overlook any opportunity of increasing difficulties of delivery of lumber on the part of those who refused to cut their prices in accordance with the alleged instigations of the Vehicle and Implement Committee at Washington. In the language of Caruthers Ewing, one of the attorneys for the Gayoso Lumber Company, Mr. Mahannah admitted that he "rewarded the righteous and punished the wicked."

This is, for the time being, the final chapter in a case which has attracted attention all over the United States. It had its innings in

Chicago and also in Washington when a special committee from Memphis found it necessary to investigate certain phases of the relations between the government and the so-called "vehicle committee" with respect to prices for lumber for army escort wagons and other equipment. These investigations were made through General Goethals, Col. W. S. Wood, of the quartermaster's corps, A. B. Thielens, chairman of the Implement and Vehicle Committee, and other prominent men in the national capital and the results of these investigations attracted wide if not somewhat sensational attention when they were made public in pamphlet form.

Inspection Rules Committee to Meet

The office of the secretary of the National Hardwood Lumber Association has sent out the announcement that the inspection rules committee will meet March 22 for a one-day session. The date originally set for this meeting was March 19 and 20, but because some members could not conveniently be present at that date, the time was changed. The committee meeting will be fully ninety days before the annual meeting of the association, which will be held June 19 and 20. Suggestions relating to changes in the inspection rules can be presented at the committee meeting and still be in time for consideration at the annual convention.

Only 3,000,000 Feet of Logs for Memphis— 50,000,000 Feet Normal Supply

Hardwood manufacturers at Memphis and throughout the valley territory are facing the most acute shortage of logs in their entire experience. This statement finds ample confirmation from the Valley Log Loading Company, which loads a large percentage of the logs on the main lines of the Yazoo & Mississippi Valley and the Missouri Pacific roads, and from Col. A. H. Egan, general superintendent of the Y. & M. V., with headquarters at Memphis. Here is the statement of J. W. Dickson, president of the Valley Log Loading Company:

There are less than 300 cars of logs awaiting loading on the main line of the Yazoo & Mississippi Valley north of Vicksburg, and there are also less than 300 cars on the Missouri Pacific. This means that the quantity of logs on these two roads is less than 600 cars or approximately 3,000,000 feet. At this time last year, when there was about an average quantity, there were 30,000,000 feet on the main lines and approximately 20,000,000 feet on the spur tracks on which the various manufacturing firms did their own loading, a total of 50,000,000 feet.

We have already tied up two of our loading machines for the reason that we have no loading to do, and we will tie up the remainder of our equipment by the first of March. This is due to the fact that there is so little timber going into the ditches along the railways. The ground has been so wet during the past several months that practically no progress in cutting and hauling of logs has been possible. Last year approximately 5,000,000 feet of logs were coming out each month. This year almost nothing is coming out. As a result, when we complete loading of the logs already awaiting that process, there will be nothing for us to do, pending further progress in logging operations.

This situation is the worst in the history of this territory. The majority of the mills are either closed down or are running on short time. The period of the year is approaching when more favorable weather is to be logically expected, but we desire to emphasize the fact that it is going to require a considerable amount of time to cut enough logs to put us in position to load on anything like a normal basis. We do not anticipate free loading again until the middle of April and perhaps until the first of May. In the meantime, mills will necessarily have to continue to operate on a somewhat limited scale.

"There are not 1,000 cars of logs awaiting loading on the entire Yazoo & Mississippi Valley system from Memphis to New Orleans." This is the statement of Col. Egan, superintendent of that road, who is in position to speak authoritatively. This means that, on a liberal allowance for each car, there are not more than 5,000,000 feet on that entire system which is one of the principal log carriers in the southern hardwood field.

The Building Situation

What is holding back building and construction work?

More than 500 opinions on this question have been received in the last two weeks by the Department of Labor at Washington. Many building authorities blame congress, others charge the financial interests of the country with responsibility. In the Central West, freight rates are said to be exerting an injurious influence. In the main, high costs of materials are held to be the chief obstacle.

"Don't expect private capital to build merely for the sake of furnishing jobs for workmen," writes a well-known architect from Buffalo. "That is the obligation of the government, be it local, state or national. Let public works be started at once for the benefit of the public. The cost will be high and the public will have to pay the price, but the public will reap the benefit in the reduction of unemployment, the absorption of the products of many industries and the use of many works of which there is great need."

From Passaic, N. J., comes the following statement: "I am greatly hindered in progress of this work by not being able to procure loans by way of mortgage, in large amounts, say, in the neighborhood of \$150,000. The banking institutions and mortgage companies are making only small loans around here and, even where there is ample security, will not consider investing a large amount of money in one place."

Labor conditions and demands are held to be unfavorable to immediate building operations by many. An architect, writing from Lincoln, Neb., makes the following statement, typical of the complaints along this line:

Construction work in these parts is now and has been impeded not a little, due to the unreasonable demands of labor not only for exorbitant wages, but more by the fact certain very undesirable trade rules are being enforced by labor organizations, which run up enormously the cost of doing work.

Many of the contractors and builders in the Central West assert freight rates are the chief trouble. Typical of these arguments is the following from Greenville, Ohio:

We have no complaint to make in the matter of securing credits, building materials and labor. It is true that wages are quite high and yet not prohibitive. The greatest detriment to our industry through the Central West is prohibitive freight rates on sand and gravel. It is not only threatening to destroy our industry, but at the same time it is impeding highway construction and other building projects which demand a high grade of these basic materials.

Lack of coöperation on the part of financial interests seems to be the outstanding obstacle in New York. One of the best authorities on the building industry in New York City sums up the situation there in this fashion:

We have in the United States serious difficulty owing, principally, to the unwillingness of financial interests to coöperate in building projects with the material and labor market in its present condition. We are working on a total of nine industrial projects involving approximately 6000 workmen's homes, to be carried out by private interests in various important industrial centers, but in each case we are hampered by the building loan situation. The only definite work we expect to carry out without delay is located outside of the United States.

From St. Louis, Mo., a well-known architect writes: "I am firmly convinced that the one thing the building public wants to know is the cost of building today as compared to the next three to five years. If they could be assured that the cost will not drop within that time, there would be a tendency to proceed with the needed work."

What can be expected in material prices for the next five years? While the investigation lacks completeness at this time, no definite conclusions may be stated. Many eminent building and material authorities, however, insist that no marked decrease in material prices may be expected for the next five years. They assert with some positiveness that pre-war prices on building materials will not be re-established for several years, if ever. These assert that persons who delay building in the hope of marked reductions in building costs probably will be disappointed and will have denied themselves the use of needed property and the revenues which would be derived therefrom.

In response to the Department of Labor's inquiry as to future rates on building and construction materials, the U. S. Railroad Administration asserts there is to be no general thirty per cent advance on freight rates for sand, gravel, crushed stone and slag. The rumor that such advances were contemplated was arousing anxiety in the Central West. Under date of January 20 the railroad administration put out a circular which says: "There is no foundation for the report that the Railroad Administration has given or is giving any consideration to any increase in present basis of rates."

The Department of Labor points out that building, being a basic industry, will stimulate general business and is, therefore, very vital to continued financial prosperity. The national economic loss resulting from the idleness of thousands of men cannot be permitted and its injurious effects escaped. Present building costs are not so high that they equal in the aggregate the wealth the country loses through the idleness following in the wake of building stagnation.

Open Price Operators Enthusiastic

Optimism for the future of the hardwood industry was the keynote expressed at the meeting of the "Open Competition Conference" of the eastern division of the American Hardwood Manufacturers' Association at the Hotel Sinton, Cincinnati, Ohio, February 11. The meeting was a regular one, but was unusually well attended, and conditions locally and in the hardwood business generally were thoroughly discussed. The association has members in the states of Ohio, Virginia, West Virginia, Kentucky and Tennessee. Frank R. Gadd, manager of statistics of the American Hardwood Manufacturers' Association, was in attendance. The outlook in business was brought out by a series of questions bearing on the trade locally and abroad.

The general tone of the discussion brought out the fact that conditions have improved materially in the last fifteen days, and indications point to an improvement in the future. Buyers, it was said, are beginning to learn that prices generally cannot go down much lower, and everybody expects a material improvement in the next sixty days.

Production for this time has been fifty-three per cent under normal, as compared with forty-three per cent under normal during the preceding fifteen days. The demand also was under normal. There is no trouble about car supply, manufacturers at the meeting all uniting in the report that transportation facilities are ample for the trade. Collections were reported as rather slow, though some individual manufacturers reported that they were about normal in their own cases. The manufacturers said that while they do not believe prices will go up any they do not think they will go much lower.

A summary of market conditions for the last fifteen days showed an improvement with a firm undertone. It was thought that it would take about two weeks to fill all the orders on hand. Stocks showed a decrease of fifteen per cent over normal. Labor conditions were reported as materially improved, the return of war workers, munition makers and soldiers and sailors insuring an ample supply of labor.

The advertising campaign, which is now being voted on by members of the association for the promotion of oak lumber, was touched upon. Considerable enthusiasm was shown over this movement and there is no doubt that it will be well supported. Cincinnati hardwood men are in favor of the plan quite generally.

Talks with individual manufacturers at the meeting brought out some interesting views on the future of the hardwood industry. One said: "This will be a year of salesmanship. Salesmen will have to be more than order takers—they will have to be able to talk straight business and, most of all, instill confidence. When once confidence is thoroughly instilled in buyers over the outlook, orders will come in fast enough; in fact, our mills will be tested to their capacity, but it will take some strong missionary work on the part of the salesmen to instill confidence."

Important Announcements from Washington

By H. C. Hallam

Hardwood lumber interests are being well considered by government officials these days in connection with plans for the disposal of surplus government stocks of materials, etc., and in connection with the organization of the government price conference board, with the object of establishing prices that the government will pay for the things it needs.

In the latter connection W. M. Ritter has been selected by Secretary of Commerce Redfield to carry on the work of organization. Mr. Ritter is co-operating in this work with George N. Peek, who held an important place in the former War Industries Board, and who long had dealings with the lumber industry as an officer of an agricultural implement manufacturing concern at Moline, Ill., is to be chairman of the new committee.

It is learned that the lumber industry will be represented on the committee, and possibly by Mr. Ritter. Mr. Peek is selecting members of the committee from various important industries and in some instances is asking the advice of trade associations or industries as to the selections. The industrial representatives will advise the committee and government officials what prices it should fairly pay for materials and supplies of various kinds. The prices once established are expected to stabilize conditions generally. It is believed that the public will pay the prices the government agrees to pay and that the latent consuming power of the country will be released and business stagnation become a thing of the past. The plan was approved by President Wilson while abroad.

Several conferences have been held for the purpose of disposing of surplus stocks of material in government hands. It is claimed that these supplies of hardwoods amount to less than 9,000,000 feet, and the quantity is too small to be even a factor in the market. Appropriate action was agreed upon which it is believed will satisfactorily dispose of these small stocks. Black walnut and mahogany were not included in the plans for disposing of hardwoods.

Concerning the veneer conferences, it has been announced that government representatives who have the matter in charge have expressed a desire to so dispose of these stocks as to not in any way adversely affect the market. A plan is under consideration by which these stocks will be disposed of in co-operation with the industry. A considerable portion will be absorbed by redistribution among the several bureaus for government use. The representatives of the industry in attendance at the conferences expressed complete satisfaction as to the method being followed by the government in arranging for the disposal of these surplus stocks and agreed, after a conference with all the members of the industry, to attend a further conference during the coming week, at which the industry is expected to present a proposal in regard to the matter.

The War Department has received the inventories of surplus building materials called for some time ago by its construction division. It is classified into lumber, piling and poles and other classes. The total cost to the government is estimated at about \$15,500,000. It is stated that large quantities of the materials are being absorbed by the war and other departments. Transfers in carrying out this policy are being made constantly. Over \$2,000,000 worth of the materials have been absorbed in this manner. The department is making no purchases where material can be secured by transfer.

Roger E. Simmons, one of Uncle Sam's lumber trade commissioners to Europe, has been an interesting witness before the senate committee investigating bolshevik propaganda recently. He spent a long time in Russia, from which he escaped only by bribing his jailer. Simmons said the best antidote for bolshevik propaganda in this country is publicity for the bloody acts and immoral beliefs of the bolsheviks. This plan, he believed, would disgust people generally. Simmons testified regarding the nationalization of women by

bolshevik decrees. Declaring that American troops in the Archangel district are performing prodigies of valor, he predicted that withdrawal of allied troops from that section would be followed by wholesale murder of peaceful natives. The Germans financed the bolsheviks, he said. The bolsheviks have sent agents and missionaries to this country to spread their propaganda.

The war trade board has included office furniture on its free list of things that may be shipped to the Scandinavian countries, including Finland, and to Holland. Among the articles that licenses will be issued by the board to export to Finland are household furniture, musical instruments, athletic goods, office furniture, phonographs, pianos, sewing machines, turners' wares of wood, walking sticks, etc.

Ship Building

Chairman Hurley of the shipping board has announced that larger ships will be constructed by the government under the revised building program. He said that the board is negotiating with a view to the sale of wood and composite ships built by the government during the war, but that nothing definite will be done until Congress acts on the policy of building, retaining, operating, leasing or selling ships. An official table shows that in all countries except the central powers there were under construction December 31 last 581 wood power vessels of 1,154,000 tons and 158 wood sailing vessels of 89,000 tons.

The United States Shipping Board announces the election of Major General William Murray Black, corps of engineers, U. S. A., as chairman of the port and harbor facilities commission of the board. Major General Black succeeds Edward F. Carry of Chicago, who recently resigned. General Black will continue to perform his military duties in addition to those devolving upon him as chairman of the port and harbor facilities commission. He is peculiarly qualified to head the commission. Since 1880, three years after graduating from West Point at the head of his class, he has been in intimate touch with engineering tasks and has specialized in port and harbor improvements of the great waterways of this country and Cuba.

The export figure announced for January is \$623,000,000, as against a total of \$566,000,000 for December, and \$505,000,000 for January of last year. Only twice before have exports reached the \$600,000,000 mark. During the seven months of the fiscal year ended with January the exports totaled \$3,798,000,000, as compared with \$3,450,000,000 for the corresponding period of the previous year.

The value of imports in January was \$213,000,000, as compared with \$211,000,000 in December and \$234,000,000 in January, 1918. For the seven months ended with January imports totaled \$1,698,000,000, which is a slight gain over the \$1,634,000,000 for the similar period of the previous year.

The War Department has canceled or suspended contracts involving \$469,000,000 since the signing of the armistice. Thirty-five per cent of these were for airplanes and parts, a larger percentage being for motors and parts. During the first week of February about \$2,000,000 worth of planes, etc., were delivered to the government, leaving \$10,000,000 worth still due. Contracts for planes when the armistice was signed aggregated \$125,000,000. Up to February 7 there had been 4800 De Havilland planes produced in this country and forty-two such planes were still due. Orders for 4660 of them were canceled.

Aviation in the navy is on the decline with the coming of peace. The house of representatives has reduced the appropriation for this purpose from \$25,000,000 to \$15,000,000.

Nearly 440,000 motor trucks, automobiles, motorcycles and other

(Continued on page 31)



Letters from Panel Bob

Hen Explains Some Veneer Terms

Feb. 15, 1919.

Friend Jim,

Say Jim, that last letter you wrote has lots of questions in it, and you have been in the game long enough to know some of the answers. You ask what I meant by loose cut stock that I mentioned in my last letter. I bet some of your helpers could tell you, but here goes for a try at putting an explanation on paper.

Some face veneer and most cross banding stock now days is rotary cut, and it is in this stuff that we get loose cut or close cut veneers. I don't know that I can tell you the process in a way that you will understand, but the log that is going to be cut into veneers has been soaked in warm water to make it some soft. The place where the log is soaked is generally called a soaking tank or pond or vat. Sometimes the log that is going to be cut is made the required length before it is soaked and sometimes this operation comes after the soaking. The piece is put in a big lathe, so to speak. It is fastened about the center of the ends much like a piece of wood is fastened in a hand turning lathe, or a back-knife lathe for making turned work. But of course a rotary veneer cutting machine is not much like a small turning lathe. The mechanism is so constructed that the log is kept turning against a knife that is as long as the log. The machine can be adjusted to cut whatever thickness is wanted. As the material is cut it runs over the knife in a big way sort of like the potato skin runs off that new fangled peeling knife Min was using to peel potatoes when we was at your house.

Of course at the start the log is rough and at first small pieces are cut off here and there, but it soon gets so the log is almost like a perfect cylinder. Then the veneer can be run way back in the mill, and cut to whatever width is wanted, and the defects will permit.

Now this rotary cutting machine has a pressure bar to keep the knife where it ought to be when the log is turning, and the knife is supposed to be kept sharp. But sometimes the pressure bar gets loose, and sometimes the knife gets dull, and that is where our worst loose cut veneer comes in. That is, a loose cut veneer is made on a machine that is not doing its work right. When it is doing its work right it makes close cut veneer.

Loose cut veneer can be told by bending the stock back and forth in the hands. It bends very easy and shows a lot of cracks. Of course, in all rotary cut material we have what we call inside and outside, and even close cut veneer will show some cracks on the inside, but it is the difference between good made rotary cut

veneers and those not made good, that gives us the names of loose cut and close cut. Loose cut is almost like a lot of splinters being held together by a piece of tissue paper, while close cut is practically solid with only a few cracks on the inside. I hope that I have helped you some, Jim, but if you go after the next veneer drummer that you see you may get a better understanding.

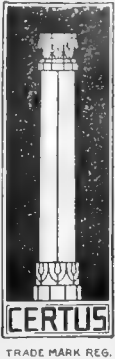
You ask how we are making out with vegetable glue. Jim, there's nothing like it in making panels. We have been using it since the first week in Jan. and I got so I don't think no more about it. Of course when the stuff we first glued up began to go through everybody was looking for trouble, and may be some of us was sorry we didn't find any. You know I don't exactly mean that, but the way we talked and acted about it would make any one think so. When Ed. Ford got the first bunch of tops in the cabinet room he sure gave them the going over, and when he couldn't find any loose edges or blisters he swore that me and John Malo went over them first so there wouldn't be any come back on us. Well he was right. We did look them over, but we didn't have to hold any out, and this shop is getting so it don't know what glue trouble is. The best part of it is that we make the glue the same way day in and day out, and don't have to wonder whether we are going to get in too much or too little water. I am running the panel department with two men less than when I first put vegetable glue in, and the gang that is left don't work any harder, and more than keep up with the work. One of the big things that helps is the fact that we don't have to heat any cauls now, and also we don't use half as many cauls in a press because we don't have to put a caul between every panel.

Another thing, Jim, we used to get an average spread of 29 feet a pound with the animal glue we used. For Jan. and Feb. using vegetable glue, we got an average spread of 41 feet to the pound. Some difference. So far it has proved to be everything the makers claimed for it, and I hope I never have to go back to using animal glue.

You ask what I think is the best kind of a press. You say you and another veneer man had an argument and you want to know what I think. Well, Jim, seems to me it depends on what you want a press for. In regular straight away panel making you can't very well beat the hydraulic press. Of course it is nice to have an old hand press around when you have some odd pieces to glue up, and where there ain't much gluing to be done the hand press is all right. The screw power press made

Certus Cold Glue

(The Original Water-proof Glue)



Joint Glue remaining liquid a full working day after mixing.

1. Highest adhesive and water resisting quality.
2. In comparison lowest priced glue on the market.
3. Saves time, labor, heat and trouble.
4. When mixed with cold water ready for use in 15 minutes.
5. Suitable for all outside gluing even in cold and wet weather.
6. May be used in jointing machines.
7. Glues natural damp (not wet or green) as well as dry lumber, steel, brass, stone, glass, linoleum, cork, cloth, etc., to wood and leather.
8. Stands all climates, even the most humid.
9. Especially adaptable for use in gluing hardwoods of all kinds.
10. Uniform government inspected and sealed.

Write for sample for testing on your special work. Our services are at your disposal.

CERTUS COLD GLUE CO.
DETROIT, MICH.

veneers for AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

a big improvement over the hand press, but it has got to give way to the up-to-date hydraulic. With the hydraulic you have the widest possible range of pressure, and you can tell exactly what pressure you are putting on the bale because the pressure gage on the press registers the amount of pressure. And of course you get even pressure with the hydraulic that you are not apt to get with the hand press. I guess you will find that any one who has used different kinds of power presses will boost for the hydraulic every time.

Tell Min that Sue says she is all right, but I'm a little worried. She's been looking a little peaked and pale the last few weeks. Sort of ailing and don't seem to eat much. But when I talk to her she says there is nothing unusual the matter and pretty soon she will be blossoming out like the roses that bloom in the spring. I sure hope so. I guess may be she is a little home sick for the mother. So we have invited the old lady to see us. Haven't seen the mother-in-law since the wedding, and am wondering if she will be like some of those the jokers write about. Our regards to you and your family, and my hello to the bunch.

Your friend,

HEN FLASCH.

Foreign Parcel Post Service

The United States government is making efforts to extend and improve parcel post service to all parts of the world. The Postoffice Department, State Department, and Department of Commerce are co-operating to that end. The matter should be of some interest to manufacturers of veneers, particularly to the makers of such panels as enter into foreign trade, or might enter into it. Not that it will be practicable to ship panels extensively by parcel post; but samples may be sent, and in that way, an introduction may be secured which can be followed later in a business way. Speaking along that line, a recent article by S. M. Jones, assistant chief of the Bureau of Foreign and Domestic Commerce, said:

It is in the extension of markets for manufactured goods that the parcel post will have its greatest value. The parcel post is, so to speak, a wedge by which foreign markets are entered. Before large orders are placed foreign importers will usually insist on having samples of the goods, or a small trial order will be placed. If the goods are delivered satisfactorily and economically, the way is opened to a profitable business. On the other hand, if the exporter is obliged to decline the initial request because facilities for making shipment are lacking, his prospects of doing further business have vanished. Rather than decline orders from countries to which no parcel post service is in force, some of the larger houses adopt indirect means of making shipment at greatly increased expense, such as shipping the packages to British ports to be forwarded through the British parcel post.

The United States has parcel post treaties with very few countries compared with some of the European governments. Great Britain, for example, reaches ten times as many places as are reached by our foreign parcel post.



FIGURED RED GUM

for All Cabinet Purposes

It works up beautifully in its own right, takes a charming and permanent finish, can be profitably used anywhere that a fine cabinet wood is desirable. We carry an immense stock of Figured Red Gum Veneer, Rotary Cut Gum and Poplar Veneer, Sawed and Sliced Ash, Poplar and Gum Grand Piano Rims, Sawed and Sliced Quartered White Oak. Let us send you small lots of Veneers in cars of hardwood lumber.

NICKEY BROTHERS, INC.

MEMPHIS, TENNESSEE

PLYWOOD

For Makers of

FURNITURE
CABINETS, CHAIRS
TABLES, DESKS
TRUNKS
MOTOR TRUCKS
FILING CABINETS
INTERIOR TRIM &
FIXTURES

Made of

QUARTERED OAK
MAHOGANY
BLACK WALNUT
QUARTERED GUM
PLAIN RED GUM
PLAIN OAK
ASH, BIRCH, ELM
BASSWOOD & MAPLE

Flat or Bent Work Machined or in Panels, With
or Without Part Cabinet Work Finished or in the White

Send Us Your Specifications

WISCONSIN CABINET & PANEL COMPANY
NEW LONDON, WISCONSIN

LONG-KNIGHT LUMBER COMPANY

WALNUT—HARDWOODS
Veneers

750,000 ft. 1-20 inch Quartered Oak
800,000 ft. 1-28 inch American Walnut

Manufacturers and Wholesalers

Indianapolis, Indiana

American Black Walnut

Pre-eminently

The finest CABINET WOOD
in the world

Unquestionably
American Walnut has

BEAUTY

and

DURABILITY

beyond compare

The richness of figure develops in the finish of this wood better than any other and, without a doubt, is the best wood to use in furniture and interior finish where high class work is desired.

WRITE

PICKREL WALNUT CO.

Clara Ave., near Natural Bridge Road
St. Louis, Missouri

WALNUT EXCLUSIVELY

We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length

veneers, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

ARE YOU IN THE MARKET
FOR
Hard Beautiful Northern Grown

BIRCH
RED OAK
BASSWOOD
ELM
ASH

V E N E E R
?

If so, we are here to supply you the best that experience and close attention can produce. Any thickness, any length up to 98 inch, any specification and amount.

Specialists in

BIRCH DOOR STOCK

Kiel Woodenware Co.

KIEL

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PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS

PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

QUARTERED OAK VENEER



Eight Mule Team Hauling White Oak Veneer Log

This is typical of the kind of logs we manufacture into our Quartered Oak Veneer—genuine forked leaf white Oak of good texture—from Kentucky and Indiana. Do not use any of the rapid growth “so-called” Southern White Oak—hard, streaky and no figure.

We manufacture all of our own fitches, developing the best figure. Not dependent upon inexperienced country saw mills for our supply.

Our veneers are preferred on account of their superior smooth face work. Our saws are not operated for quantity. Sawyer's first duty is to see that the manufacture is right.

Have ready for immediate shipment, large stock of 1/20" sawed veneers, fitch stock, including choice figured sawed 13" and up wide for special work.

Our prices are “RIGHT.” The grade and figure is superior to the general run. We can show you. May we?



Sawed Veneer from “A True Kentuckian”

The LOUISVILLE VENEER MILLS

Also Manufacturers Rotary Poplar Cross Banding

LOUISVILLE, KENTUCKY

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

Spanish
Cedar
Mexican
Mahogany
African
Mahogany

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

veneers and panels

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 22)

motor vehicles had been ordered by the War Department up to December 31 for military uses. Of this grand total some 212,000 were completed and 200,000 canceled, the balance being due.

The amended revenue bill as agreed to by Congress in the form of a conference report is considered by Geo. L. C. Boyle, counsel for hardwood and other lumber interests, is deemed much more satisfactory than before it underwent amendment at the hands of the senate finance committee and of the conference committee. The bill provides for the following taxes among others: Three per cent on automobile trucks, five per cent on automobiles, five per cent on pianos, organs, players, talking machines, music boxes, etc.; ten per cent on athletic goods, ten per cent on pleasure boats, ten per cent on antique furniture and other art objects, also on certain picture frames, etc.

The army appropriation bill as passed by the house carried many million dollars for the construction of barracks and quarters, maintenance of cantonments, construction and repair of hospitals, etc.

Congress is trying to do its best to encourage building construction. It has prepared a bill authorizing public buildings to cost \$50,000,000.

President Wilson will attend a conference of governors, mayors and others early in March to consider plans for reviving business to remove unemployment. Secretary of the Treasury Glass regards high cost of labor and materials as the chief cause of inactivity in the building trades and not lack of credit for building enterprises.

Community buildings are being generally favored as soldier memorials, it is reported in government quarters.

The building outlook is better than it was according to some authorities. A statement has recently been issued by the Department of Labor.

Further Views on Inspection

There has been a further exchange of letters between the American Hardwood Manufacturers' Association and the National Hardwood Lumber Association, relative to the effort towards effecting a single basis of hardwood inspection. The communications are given as follows:

Chicago, Ill., February 17, 1919.

B. F. Dulweber, Chairman, Inspection Rules Committee, American Hardwood Manufacturers' Assn., Memphis, Tenn.

Dear Sir:—I have your letter of the 1st and note from its contents that your committee, representing the American Hardwood Manufacturers' Association, is not prepared at this time to submit any definite rules or specifications on hardwood lumber. Such being the case it will doubtless be satisfactory to you and to those whom you represent for the National Hardwood Lumber Association to hold the entire matter in abeyance until you are prepared to submit the conclusions drawn from the result of your investigation.

Upon receipt from you of a summary of those conclusions I shall be pleased to submit them, in turn, to the membership of the National Hardwood Lumber Association for the consideration that they may merit.

F. F. FISH,

Greenwood, Miss., February 1, 1919.

Mr. Frank F. Fish, Secretary-Treas., National Hardwood Lumber Association, Chicago, Illinois.

Dear Sir:—Your letter of the 17th instant, relative to the matter of hardwood inspection, received and very carefully considered.

It is extremely gratifying to know that you are committed to a single standard of inspection, and with the sincere and earnest efforts and co-operation of all of those who are interested in this project, I feel certain that our purposes will eventually be accomplished.

Relative to the concluding paragraph of your letter, if in making this suggestion you had in mind our submitting any definite rules or specifications on lumber, I am sorry to state that we are not prepared to do this at the present time. The basis on which we are proceeding, and as expressed in copy of resolutions sent you with my letter of January 11, is that all inspection rules must be constructed with a view of answering as closely as possible the specific use to which the lumber is to be put, thereby reducing waste to the minimum. To work this out properly, will require time and a careful study of the manufacturing conditions and problems existing in the various consuming trades. As this work is proceeded with, we will be very glad to submit for your consideration the conclusions drawn from the results of our investigations, and I sincerely hope that this will eventually result in one standard of inspection, which will minimize waste in hardwoods, and prove beneficial alike to the producer and the consumer. Thanking you very kindly for your letter, I remain,

B. F. DULWEBER.

The Mail Bag

B 1209—Dimension Hardwoods Wanted

Pittsburgh, Pa., Feb. 11.—Editor HARDWOOD RECORD: One of our friends in Liverpool, England, C. Noel Legh & Co., Ltd., is anxious to find a source of supply for ten carloads or less of the following:

$\frac{3}{4}$ "x2 $\frac{1}{2}$ " and $\frac{1}{2}$ "x3 $\frac{1}{4}$ ", lengths 3 to 6 feet, in either white birch, sap gum, tupelo gum, basswood, ash or oak.

B1210—Built-Up Panels Wanted

San Francisco, Cal., February 17.—Editor HARDWOOD RECORD: Will you please advise us the names of built-up panel manufacturers, $\frac{1}{4}$ " and $\frac{3}{8}$ " inch thicknesses?

We await this information with interest.

B1211—Dimension Stock Manufacturers

Philadelphia, Pa., February 13.—Editor HARDWOOD RECORD: We are interested in securing the names of several responsible concerns who make a specialty of manufacturing dimension stock—quarter-sawn gum, plain birch and quarter-sawn white oak. Is it possible for you to put us in touch with such concerns? If so, we would appreciate their names and addresses very much.

POOLEY FURNITURE COMPANY.

B1212—Indiana Oak Wanted

Herkimer, N. Y., February 10.—Editor HARDWOOD RECORD: We are in the market for two or more carloads 4/4 No. 1 common quartered Indiana white oak. Must have fine texture, light colored stock. Quote best price f. o. b. Herkimer.

Clubs and Associations

Monthly Meeting at Memphis

Members of the Lumbermen's Club of Memphis are looking forward with much pleasure to the address that will be made at the next meeting of this body, Saturday, March 1, by Nelson C. Brown, trade commissioner, U. S. Department of Commerce, Washington, on export conditions, from the standpoint of hardwood lumber and forest products, in Italy, the Mediterranean countries and the Balkan States. The club at its meeting Saturday, February 15, invited all members of the American Hardwood Manufacturers' Association to hear this address.

The entertainment committee announced that everything was in readiness for the banquet to be given by the club at the Hotel Gayoso Friday evening, February 21, in celebration of Washington's birthday. While the menu is being served, there will be addresses by well known speakers and a number of highly original stunts planned by the entertainment committee. After dinner has been enjoyed, there will be dancing.

One application for active membership was filed at this meeting.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, reported that the delegation which went to Louisville for a conference, February 12, with the Louisville district freight traffic committee, with reference to milling-in-transit arrangements for Memphis, Louisville, Nashville and Evansville, met with some encouragement. He expressed the belief that these arrangements would be granted although he intimated that it might be some time before they became effective.

The usual luncheon was served and the attendance was quite full.

Lack of Space Holds Up Export Shipments

Although there is a considerable quantity of southern hardwood lumber already sold to the United Kingdom, the movement to that country is extremely small, for the reason that there is so little shipping space available therefor, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association. Speaking on this subject recently, Mr. Townshend said:

The association, through its export booking department, has more than 100 cars, approximately 1,500,000 feet, of hardwood lumber already sold to the United Kingdom and awaiting shipment thereto. It is possible to ship an occasional car but there is no general movement for the reason that there is no supply of ocean freight room. We have attempted to secure freight room for the remainder of this month, as well as for March, but we have met with practically no success.

We have taken the subject up with the United States Shipping Board in the hope of being able to secure more freight room. Chairman Hurley has held out comparatively little encouragement, although he is working on the proposition. It would seem, from what we have been able to learn, that there is already a vast amount of freight at the ports which must be moved before those having shipments in the interior will be able to secure accommodation in the way of ocean shipping space. This is the situation at the moment and we do not know when there will be a change for the better. We are hopeful, however, that it will not be long in coming because the quantity of lumber that could be moved, if space were available, is already large and is steadily increasing.

In connection with the export booking department, Mr. Townshend announces that this is being rapidly completed and that the association "expects to have a representative in New Orleans in the near future employed by this body to render all possible assistance in handling shipments of hardwood lumber and forest products overseas."

The association quotes the following cablegram, received from the consul general at London, as showing that the way has been paved for shipments to the United Kingdom:

Order issued from March 1 abolishing restrictions on dealings in hardwood timber outside the United Kingdom. Existing stocks in this country will be sold by public auction. Stocks are approximately as follows, in carload lots: Cypress, 220; gum, 138; cottonwood, 81; chestnut, 13; ash, 40; walnut, 40; oak, 176; birch, 62; poplar, 525; various, 220. In addition there are about 300 carloads still to arrive.

The association also quoted the following rates from gulf ports:

The United States Shipping Board quotes \$1.15 to the United Kingdom; \$1.40 to Rotterdam, Antwerp, Havre and Bordeaux; \$1.75 to Genoa and Naples, and \$60 per ton of 2,240 pounds to Alexandria, Egypt.

Foreign vessel rates are in line with those of the U. S. Shipping Board, with the exception that the former have been quoting ship options. Some bookings have been made at rates less than quoted.

Traffic Association Meets at Louisville

T. M. Brown, Louisville, was reelected chairman of the Louisville division of the Southern Hardwood Traffic Association, and R. R. May was reelected manager at the annual meeting of the organization, following a big dinner at the Seelbach hotel, on the evening of February 11. About twenty of the twenty-six members were present at this meeting, which was by far the best ever held. Plans were started whereby the organization expects to meet monthly, with a dinner preceding the meeting. The association has plans for opening branch offices at St. Louis and Cincinnati shortly.

In the annual report of T. M. Brown, chairman, Mr. Brown called attention to the need of better support of the organization, stating that those who used it the most would get the most out of it. He also stated that with the increase in membership and work membership having tripled during the existence of the club, but with small increase in operating force it would be necessary to increase assessments and secure more members in order to increase the budget for higher salaries to the present operating force and a larger force. He spoke highly of the ability of Manager May and the present office force, which will at once be increased by another man. The budget was properly increased by voluntary increases in assessments of the larger local members.

A new board of directors was named to serve for three years, the personnel of this board being as follows: Chairman, T. M. Brown, Louisville; C. H. Barnaby, Greencastle, Ind.; John Churchill, Greenwood, Miss.; E. L. Davis, D. E. Kline, A. E. Norman, Jr., E. B. Norman and W. R. Willett, all of Louisville; W. A. McLean, New Albany, Ind.; C. E. Platter, North Vernon; Daniel Wertz, Evansville.

The year's work was highly complimented by J. Van Norman of Louisville, who stated that the organization had become a power in the traffic world and was known throughout the country. He stated that he was proud to represent the organization before the Interstate Commerce Commission, as it has built up an excellent reputation. He spoke highly of the efficiency of Mr. May, as well as officers in the Memphis office.

The annual report of Mr. May covered the work of the year, which was by far the hardest year that the organization has ever experienced, and probably the worst it will ever have to contend with.

The report cited the many results obtained through the association's efforts in the direction of rates, shipping conditions, routings and the guarding of the members' interests in regard to legislation that would have proved burdensome and unfair. It outlined some of the general policies advocated by the association which have been adopted by the railroad administration.

Mr. May emphasized the necessity for the export booking department pointing to the hardships individual members would suffer in matters of rates and services if not backed by an associated body. He referred to the activity looking toward securing a fair and uniform ruling in the matter of transit arrangements and then recited some of the individual cases that the association has handled successfully.

He closed with a very enthusiastic summary of the outlook for further development and service to the trade membership.

Favorable Log Rates Not Yet in Effect

The railroads have not yet applied the net scale of rates on logs, bolts and billets into milling points, as per the order of Director Chambers of the U. S. Railroad Administration, issued December 24, following a conference with officials of the Southern Hardwood Traffic Association at Washington December 3, 1918.

Failure of the railroads to apply these rates is another subject that is just now engaging J. H. Townshend, secretary-manager of the association. He is planning to take this matter up with the regional director at Atlanta and also with the authorities at Washington, with a view to securing compliance with the order.

"The association feels that, since it has secured the issuance of this order, it is entitled to the benefits that will accrue under its application. Some of the railroad officials have intimated that application of these net rates would be against the interests of the railroads if the latter were turned back to their private owners. But this is not a point that concerns us and, if the railroads are going to take the position that

they are unwilling to give shippers the benefits which should accrue under government operation, on the theory that such action would be against their interests when the roads are turned back to their owners, it may be possible that their attitude may force a complete change of front on the part of the association regarding the subject of railroad ownership. This organization has already gone on record as favoring return of the railroads to their owners as soon as possible and it is quite clear that a change of attitude on its part can mean only one thing."

Wisconsin Loggers Meet At Rib Lake

The Northern Wisconsin Loggers' Association will hold a meeting at Rib Lake, Wis., at the operations of the Rib Lake Lumber Company, on Wednesday, February 25. Geo. N. Harder, president and manager of the Rib Lake Lumber Company, has everything well organized for an exceedingly pleasant meeting, in fact, his invitation has the earmarks indicating that the meeting will be more of a social affair than a business conference.

The Rib Lake Lumber Company will entertain at its camp No. 9 for dinner, the party leaving Rib Lake for camp in the morning via log hauler train "limited" operating smoothly over nine miles of ice road. The visitors will then go over the logging operations and return to Rib Lake at about 4:30 in the afternoon. Here the big sawmill will be inspected and later a special train will run over to Chelsea to make connections with the night train for Chicago.

Vigorously Pursue Transit Privileges

Referring to the conference held at Louisville, Ky., with the Louisville district freight traffic committee, February 12, by a delegation from the Southern Hardwood Traffic Association with regard to milling-in-transit rates, J. H. Townshend, secretary-manager, recently said:

We filed a brief with the committee showing that there are approximately 1,000 points in the United States already enjoying milling-in-transit privileges and that it is necessary to give similar privileges to Memphis, Nashville, Louisville and Evansville in order to remove discrimination and in order to meet public necessity.

The committee gave us no intimation as to what its recommendations to the U. S. Railroad Administration would be but we feel that these privileges will ultimately be granted. We are prepared to carry the contest to the regional director at Atlanta and also to the regional director at Chicago if necessary. And, furthermore, we are ready to put the issue squarely up to the railroad administration at Washington if this has to be done. We have been discussing this subject now for more than a year and we want it brought to a head one way or the other, and we do not propose to let any grass grow under our feet.

With the Trade

Long-Bell Increases Hardwood Outfit

The Long-Bell Lumber Company with operations at numerous points in the South is increasing its outfit at Quitman, Miss. The Quitman operation is known as the Long-Bell Company. It is announced that plans are being laid to build an up-to-date hardwood mill on the timber east of Quitman. The mill will have a capacity of 30,000 feet per day.

A New Casket Factory

A new casket factory will be located at Huntington, W. Va., and a fund of \$100,000 has been provided for building and equipping, according to reports which seem to be reliable. The only man whose name has thus far been publicly associated with the enterprise is Frank Bosley of the Gallu Lumber Company, Huntington, but it is announced that he is acting for other business men of Huntington.

No Cut in Price of Farm Implements

The secretary of the National Implement and Vehicle Association recently published a correction of a report that farm implements are soon to be cheaper. He explained that little decline in prices need be expected until manufacturers work up and resell the raw materials now on hand and which were bought at war prices.

Change in New York Concern

Announcement comes from Rochester, N. Y., that A. W. Ocorr, for several years president and general manager of the A. H. Rugg Company, millwork and interior finish manufacturer of Rochester, is no longer connected with that firm. The affairs of the corporation are now under the control of an attorney who is the executor of the Estate of H. A. Ocorr, former president, now deceased.

Perkins Glue Company Brings More Infringement Suits

According to bills of complaint filed in the United States District Court in Grand Rapids, Mich., the Perkins Glue Company has brought suit against the West Michigan Furniture Company of Holland, Mich., George P. Hummer of Grand Rapids and Hood & Wright of Big Rapids. The suits are for infringement of the Perkins vegetable glue patent. The Perkins company has also brought a similar suit in the district court at Frankfort, Ky., against the Carrollton Furniture Manufacturing Company and Henry Schuerman of Carrollton, Ky.

The Perkins company claims that the defendants have infringed their patent by mixing up and using vegetable glue in gluing together veneered stock for furniture.

Change in English Concern

HARDWOOD RECORD is informed that the personnel of the firm of Tickle, Bell & Co., Royal Liverpool building, Liverpool, Eng., has been added to in the person of William Redfearn, who joins the organization as partner. Mr. Redfearn is one of the best-known figures in the lumber trade of northern England and has had a lengthy experience in the business. He is intimately acquainted with all of the requirements of the British market, being greatly respected and very widely known in all lumber circles throughout the British Isle. His entrance into the firm ought to be of material benefit to Tickle, Bell & Co. and hence, of course, to the various American firms that Tickle, Bell & Co. represent.

This is one of the oldest timber firms in the Isles and has been prominent in international lumber circles for many years. It was founded by the late Gilbert Y. Tickle, who during his life time paid many visits to America and who in his work abroad became one of the best known African mahogany experts operating on the Liverpool auction sales for American buyers. Since his death in 1916 the business has been continued by the surviving partner, his son, Ernest W. Tickle.

"E. W." has also made many trips across the water and is rapidly becoming a familiar figure in lumber circles as his father was. He had a very thorough training in the mahogany business under his father and is given recognition everywhere as a ranking expert in that particular branch of the business. He will continue to give his personal attention to American requirements in this wood and will retain all of the trans-Atlantic end of the business under his own direction.

Mr. Tickle has expressed himself as intending to keep up the good reputation this firm has always enjoyed in America, and will visit his business friends in the United States and Canada at frequent intervals. In fact, we are informed that Mr. Tickle expected to sail from Liverpool about the seventh of January, and probably is on this side of the water now.

Ernest W. Tickle went into active military service with Great Britain in 1917, and after a short training in England went into the field as a gunner in a siege battery of six-inch Howitzers. It was pretty rough going for a man who had been used to more or less sedentary life at home, and one over thirty-five years of age to jump into the heavy work incident to feeding "compliments" in the form of 100 pound shells to the Germans, particularly when the operation was carried on in the mud of Flanders under the characteristic winter conditions of that region. It resulted in a pretty serious breakdown of Mr. Tickle's health, and after a period of dodging about from hospital to hospital, he was transferred to "Blighty" and by chance landed in a hospital in his own home town. He was discharged from this hospital last October because of trench fever and by his doctor's advice has taken three months' complete rest at his home in the country several miles outside of Liverpool. The ex-gunner states he is now practically back to normal health and hopes that his most effective offensive weapon will be a two-foot rule and a mahogany gauge.

Mr. Tickle is looking forward to renewing old friendships on this side, and he says the following in anticipation of his trip:

Whilst in Chicago I hope to spend some pleasant hours with the International Secretary of Rotary, of which I am a member in the Liverpool Club, and also to be able to take back with me to England new ideas. I am very interested in watching what effect the drawing together of our nations has had at our end. England has come on splendidly under this influence, and feels as if she had a part proprietorship in the "Yanks" who are now part and parcel of the crowds in English streets, and are

quite as popular as her own boys in khaki. This is particularly true of Liverpool where you will see almost as many "Old Glories" at the mast-head of the buildings as you will find "Union Jacks."

Lockwood Heads Flooring Men

One of the distinguished visitors in Chicago this week was Robert Lockwood, general manager of the Memphis Hardwood Flooring Company. He, like Q. Ransom of Nashville and H. A. Batchelor, Tennessee Oak Flooring Company, Nashville, Tenn., were in attendance at the hardwood flooring manufacturers meeting, this being an annual. Mr. Lockwood was elected president. Robert, like Bill Nye and others, is long and slim, especially slim, but he has a convincing way of talking and makes a great presiding officer. We predict that he will be a "hustler" head of the flooring association this year. The association is moving its offices and headquarters to Chicago.

They are beginning to get in touch with their old flooring customers, who went to sleep after the gentle doses of the government to the building trade during the last two years, but they are now starting a campaign to inform the maid, mistress and the man of the house about the wonderful floors that can be made of oak and other hardwoods, and their activities will no doubt mean a personal suggestion to every retailer who sells house bill or public building and you can anticipate some active work through the bl gorganizations and through the trade papers as to how to build a floor.

Mr. Lockwood is one of the progressive hustlers from the Southland, and had added during the dry spell the wholesale hardwood business to their already large flooring operations. If Memphis keeps on furnishing the presiding officers it will soon take the place of Ohio as the home of presidents. Mr. Lockwood reports improved demand for hardwoods.

Pertinent Information

Agricultural Machinery Wanted

Large tracts of agricultural land in Asia Minor, particularly in Mesopotamia, are going into crops rapidly since the Turks were driven out by the British; and a strong demand for agricultural machinery is reported. The farmers are anxious to buy, and the chief hindrance will be lack of capital. That region was once the garden spot of the world. The old irrigation canals, some of them dating back to the days of Nebuchadnezzar, are being cleaned out and in hundreds of them water is again flowing. American manufacturers of farm machinery should not lose sight of that opportunity, though it is far away from the common centers of trade.

Prospective Lead Pencil Stock

The common wood used in the manufacture of lead pencils has long been the southern red cedar. It has now become scarce and the search for something else has been active. Two or three cedars of the Rocky Mountains, closely related with the southern pencil trees, offer some promise of becoming valuable, but not on a large scale. Their wood, when clear of knots, is soft and suitable, but not much is found in any one locality, and the trees are generally knotty and defective. However, pencils can be made from small blocks, and some material can usually be obtained from very unpromising trunks, though at considerable expense and with large waste.



E. W. TICKLE, TICKLE, BELL & CO., LIVERPOOL, ENGLAND

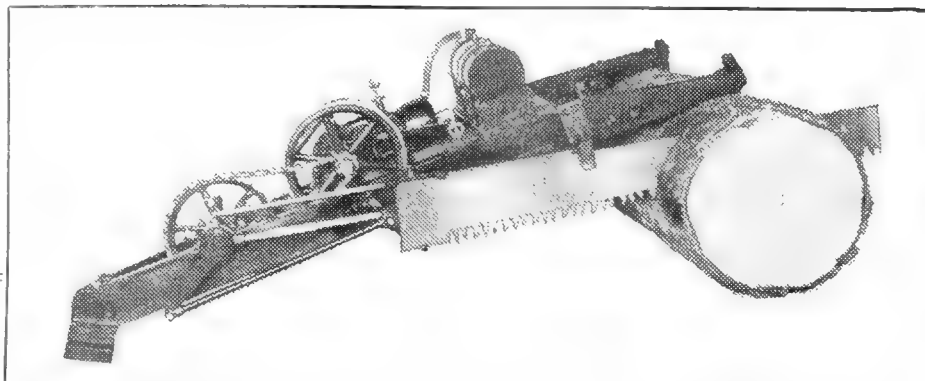


R. J. LOCKWOOD, MEMPHIS HARDWOOD FLOORING COMPANY, MEMPHIS, TENN.



WM. REDFEARN, TICKLE, BELL & CO., LIVERPOOL, ENGLAND

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Price \$175.00 f. o. b. Memphis, Extra Blades \$2.05 per foot, f. o. b. Memphis

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY

General Distributing Agents
Memphis, Tenn.
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GENERAL SELLING AGENTS

MEMPHIS, TENN.

J. C. PENNOYER CO.

Selling Agents, 226 La Salle Street, Chicago
Exchange Bldg, Memphis, Tenn.
Gassaway, W. Va.

Notes from Washington

Last week was a haven of lumbermen who have contracts with Uncle Sam, as Dick Humphrey of the *Cement World* was holding conferences in behalf of what is left of the material section of the war board, with lumbermen who were called in conference to make such arrangements as practicable with the various lumber manufacturers who desire to see that the 400,000,000 feet sold to the government, and not settled for, is not dumped on the market where it could not be assimilated without demoralization.

As an instance, there was about 200,000,000 feet of Florida and Georgia pine of 4/4 and 8/4, which was put in the hands of Lou Phillips of Georgia and New York to be marketed. Most of this stock will fit in box and other manufacturing lines, and if not handled directly, it will raise "Billy Kane" with the market, because the box men have a good supply on hand, with light business.

John H. Kirby, president of the National Lumber Manufacturers' Association, did not demur to the turnover, because of the seeming desire of the material division of the bureau of aircraft and the whole national division at Washington.

The walnut war board held conferences and agreed with the aircraft board that the walnut men would submit a proposition to the government to turn over the stock of logs, lumber, etc., to the government to be marketed, and to assist in marketing it, making such a proposition as would bring about a settlement for lumber bought but not delivered to the government or paid for.

Charles Goodman, Marinette, Wis., president of the National Hardwood Lumber Association, with over 1,000 members, has made satisfactory arrangements for marketing the 6,000,000 or 7,000,000 feet of northern hardwoods in the government's hands.

The birch plywood and veneer men of Wisconsin and other sections were represented before the material section. Mr. Lemke of Wausau, W. H. Roddis of Marshfield, and Charles Allen of Memphis, Tenn., made satisfactory arrangements for the manufacturers to handle this product instead of having it peddled around to consumers, thereby doing injury to the market.

The disposition of Lieutenant Colonel Shotwell and the board of the aircraft division is, so far as possible, to cooperate with the hardwood men to market their surplus stock to the advantage of the government without doing harm to the market.

Fred C. Leavy of the Williams Company of New York was in Wash-

ington last week to join other mahogany manufacturers in cooperation with the government in disposing, through regular channels if possible, of the 5,000,000 feet of mahogany in the hands of the government aircraft division.

A New Republic

The United States has received official notice of the formation and organization of the republic of Georgia, including that mountainous tract stretching from the Black sea to the Caspian. The region is of interest to lumbermen, for one thing at least, because it produces some of the finest Circassian walnut in the world. The wood takes its name from that region which has been known as Circassia. The Caucasus mountains are in that country, and the Caucasian races are named from those mountains, it being supposed that the mountains were crossed by those races in course of their prehistoric migration from Asia to Europe. The inhabitants of the republic are reputed to possess greater physical beauty than any other people. The country was long a bone of contention between Turkey and Russia. It will be welcomed into the growing family of republics. The collapse of both Russia and Turkey furnished the occasion for declaring its independence. The Germans seized it about a year ago, but withdrew from the region last May.

Horsechestnut Lumber

No horsechestnut lumber is quoted under its own name in markets here, yet a little of this wood is cut, but it probably passes under the name of buckeye or poplar saps. It is put to a special use in southern Europe and might be in this country. Horsechestnut lumber is there in demand for fruit store shelves and display racks. The porous nature of the wood causes it to absorb the moisture from the fruit and thereby hinder the decay of the fruit at the point of contact with the wood. That advantage is sufficient to create a demand there for horsechestnut lumber for the fittings of fruit stores. This tree is not native of the United States, but it has been extensively planted here for ornament, and large trunks are occasionally cut for saw logs.

State Timber in Minnesota

In selling state timber in Minnesota—that is, timber cut from state land—disputes and controversies have come up as to measurement and fees, it appearing that two officers handled the same matter. In order to bring peace to the situation, a bill has been introduced in the Minnesota legislature to combine the two offices in one. The officers are the forester and surveyor general. Minnesota has more state land in forest than is owned by most states, and the sale of public timber is important there.

WALNUT

OVER 2 MILLION FEET OF WALNUT LUMBER

shipping dry to bone dry, available on our
yards now to meet the requirements of
woodworkers for carefully graded stock.

WE ARE MANUFACTURING EVERY DAY

on our Cincinnati band mill, thus assuring
a dependable supply in all grades and
all thicknesses.

THE KOSSE, SHOE & SCHLEYER CO.

Eastern Branch
Baltimore, Md.

Main Office and Band-mill
Cincinnati, Ohio

Building Permits for January, 1919

The total value of building permits for January, 1919, as officially reported to the *American Contractor* from 152 of the principal cities of the United States, is \$23,869,215. As compared with previous years the total value shows a decline of 12 per cent for the same cities from January, 1918, and a decline of over 50 per cent for about two-thirds as many cities reporting in 1917 and 1916. Compared with normal years before the war one-half as many cities reported nearly twice as much building in January. And to these facts should be added the consideration that at present prices total values now represent only from one-half to two-thirds the same amount of building as before the war. If all of these factors are given due weight it may safely be assumed that actual building during January, 1919, is only about one-quarter normal.

SMALL PROJECTS PREDOMINATE

Again, comparative analysis of the total value and the total number of permits granted in January shows a decided change in the character of construction. From an average value of about \$4,000 in January, 1916, and 1917, the average value of permits in January, 1919, declined to about \$1,700. It is evident that for the greater part construction is still confined to comparatively small projects.

Total building permits in January:

Year.	No. of Cities Reporting.	No. of Permits Granted.	Est. Value of Bldgs.
1914.....	72	.....	\$46,447,497
1915.....	72	.....	34,712,718
1916.....	108	13,379	50,490,041
1917.....	108	14,227	55,910,349
1918.....	152	9,683	27,291,218
1919.....	152	13,545	23,869,215

UNUSUAL IMPROVEMENT OVER DECEMBER

There is some encouragement, however, in the fact that building during January showed an improvement over December. Usually the reverse is true. The gain is only a small one, but anything which may be taken as an indication of improvement cannot be wholly disregarded in these times. The following comparisons are significant of this conclusion:

	No. of Cities Reporting.	Est. Value of Bldgs.
January, 1919.....	152	\$23,000,000
December, 1918.....	151	17,000,000
January, 1918.....	152	27,000,000
December, 1917.....	144	28,000,000
January, 1917.....	108	56,000,000
December, 1916.....	109	69,000,000
January, 1916.....	108	50,000,000
December, 1915.....	109	66,000,000
January, 1915.....	72	35,000,000
December, 1914.....	76	37,000,000

Exports for December, 1918

The state of the export trade in hardwoods is clearly shown by the report for December shipments from this port. From this statement it appears that the total declared value of the exports for the month was only about half of that for the corresponding month of 1917. But it is to be noted that the great bulk of the forwardings in December, 1917, consisted of spruce, which made up all but about \$28,000 in value, with not less than 2,286,000 feet of spruce sent out. The heavy shipments, of course, were conditioned by the requirements last December in the way of airplane material, which is clearly indicated by the fact that the exports of fir, spruce and cypress, three woods which might be available for war purposes, did not amount to more than about 538,000 feet, valued at approximately \$50,000. When allowance is made for this decline, which is attributable, of course, to the signing of the armistice and the suspension of hostilities, the comparison is distinctly in favor of last December, with a pronounced gain in the shipment of manufactures of wood, and "other hardwood boards" going forward in some quantities. The statement shows that the shipments of cypress were 390,000 feet, of a declared value of \$24,203; fir, 223,000 feet, of a value of \$15,944; oak, 51,400 feet, \$4,966; poplar, 240,000 feet, \$19,493; spruce, 125,000 feet, \$10,080; "other hardwoods," 69,000 feet, \$19,425; other lumber, \$1,828; implement handles, \$7,808; trimmings and moldings, \$3,751, and "other manufactures of wood," \$16,989. The total declared value for the month was \$138,410 against \$269,640 for the same month of 1917.

It is stated in connection with the export trade that intimations have been forthcoming in the last week or so that the British government will shortly abate the war restrictions whereby imports of lumber into the United Kingdom have been barred. The further statement is made that purchases on account of the British government, which gave rise to much criticism, have been discontinued, and that rapid progress is being made in getting stocks bought for account of England over on the other side. It is said that some twenty or thirty cars will clean up the stocks held at this port, and that the situation at other points along the seaboard is much the same. As a consequence, the exporters are in a state of expectancy and expect soon to be in a position to take orders without having them virtually canceled by the refusal of the authorities to issue the necessary permits. Harvey M. Dickson, secretary of the National Exporters' Association, has kept in touch with the officials at Washington and is doing all he can not only to keep informed on the situation as far

as the available tonnage is concerned, but also following developments relative to the raising of the bars against imports into the United Kingdom and other countries.

Hardwood News Notes

< MISCELLANEOUS >

The Eagle Utilities Manufacturing Company, Kirkwood, Mo., has filed an involuntary petition in bankruptcy.

Increases in capital stock have been made by the Stow & Davis Furniture Company, Grand Rapids, Mich., to \$150,000, and by the Wallace Furniture Company, same city, to \$350,000; also by the Holly Ridge Lumber Company, Louisville, Ky., to \$350,000.

The Michigan Seating Company, Jackson, Mich., has sustained a loss by fire.

The Cote Piano Manufacturing Company, Fall River, Mass., has been succeeded by the International Piano Manufacturing Company.

The Ashland Lumber Company, Ashland, Ky., has been succeeded by the J. A. Merridith Lumber Company.

The following are recently incorporated concerns: The E. W. Parkhill Company, Burlington, Vt.; the Menominee Box & Lumber Company, Menominee, Mich.; the United States Hardwood Corporation, New York, N. Y.; the Bent Oak Chair Manufacturing Company, Siler City, N. C.; the Louisiana Western Lumber Company, Lake Charles, La.

The Yellow Poplar Lumber Company with headquarters at Coal Grove, O., has opened New York offices at 2 Rector street.

The death is announced of J. W. Reynolds, treasurer of the Arkansas Oak Flooring Company, Pine Bluff, Ark., and also of R. B. Stewart, vice-president of the Rieckhoff Box & Lumber Company, Superior, Wis.

An involuntary petition in bankruptcy has been filed by the American Auto Body Company, North Milwaukee, Wis.

The capital stock of the La Crosse Wrecking & Lumber Company, La Crosse, Wis., has been increased to \$50,000.

< CHICAGO >

Capt. J. B. White, general manager of the Missouri Lumber & Mining Company, Kansas City, Mo., accompanied by E. B. Grandi, Jr., and several other directors of the company with which he is affiliated, was a Chicago visitor this past week. He said the company is doing little except arranging to build a new saw mill in Louisiana.

A new wholesale concern in Chicago to be located in the Lumber Exchange building after March 1 is the New York Lumber Company. H. R. York, who for many years lived in Memphis, will operate it as well as continue the operation of the York Lumber Manufacturing Company at Memphis. They have two oak mills cutting oak dimension and bill stock and will do a wholesale business in yellow pine and Pacific Coast products.

Mr. York was for many years connected with the yellow pine and hardwood manufacturing at Pine Bluff, Ark., and while present operations in the South will continue, the new organization anticipates a very active business in the Chicago field.

W. S. Grey of Brooks Bros. and H. B. Sutton of the Twin City Hardwood Lumber Company, both of St. Paul and Minneapolis, visited Chicago recently. These gentlemen are finding the hardwood situation improving right along—not in leaps and bounds as in normal times, but in the old-fashioned way the hardwood consumer is again in the market.

H. E. Gibson, president of the Twin City Lumber Company, St. Paul, Minn., is making a trip through the South with headquarters in New Orleans.

Of the visiting lumbermen in America at this time we find Mr. H. Hall of William Mallinson & Sons, Ltd., timber and veneer merchants, 130 Hackney Road, London, England. Mr. Hall has been over several times during the past year and is looking forward to a larger business in the importation of hardwoods. He attended the meeting of the National Lumber Exporters' Association in New Orleans last month, and anticipates after readjustments are fully completed that the trade between Europe and America will be on a larger scale than before the war.

Louis Germain, Jr., president of The Germain Company, Pittsburgh, Pa., left on February 18 on the steamer La France from New York to spend some time on the Continent and the British Isles, looking over the prospects for business in behalf of the American Lumber Export Corporation, formed by the National Bureau of Wholesale Lumber Distributors. Mr. Germain is one of the progressive wholesalers in this country and there is no doubt he will form some valuable hardwood connections while on the other side, where he expects to remain for six or eight weeks.

The H. L. Winter Manufacturing Company, Alton, Ill., has sustained a loss by fire.

The Independent Piano Bench Company and the Midland Wood Turning Company have both been incorporated in Chicago, Ill.

Charles Gill, president of the Gill-Andrews Lumber Company, Wausau, Wis., put in a few days in Chicago a week ago on his way home from

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



an eastern trip. Mr. Gill said that things appeared to be going along splendidly, and that his experience indicates a definite tendency towards increased hardwood movements.

Mr. and Mrs. Sam A. Thompson of Memphis were in the city two days last week. Mr. Thompson is manager of the lumber department of the Anderson-Tully Company there. Mr. and Mrs. Thompson were just completing a circuit of a two weeks' trip which took them to important eastern markets, and after spending two days in Chicago left for home. Mr. Thompson says that while his volume of sales is not up to normal, he is very well satisfied with the results of his trip and judges that the near future will show considerably increased call for hardwood.

Mr. and Mrs. Joe Thompson of Memphis also took in some of the sights of Chicago last week. Mr. Thompson is president of the Thompson-Katz Lumber Company and was taking Mrs. Thompson with him on an eastern trip, having come up from Memphis to Chicago as a stopping point on the eastern route.

B. P. Whedon of W. D. Young & Co., Bay City, Mich., spent several days in the city on business.

◀ CANADIAN ▶

W. C. Irvin, general manager of the Irvin Lumber Company, Toronto, has been elected chairman of the Lumbermen's Credit Bureau of Toronto, of which he was one of the organizers. It has been decided that a seat on the bureau after April 1 will in addition to the regular fees cost each incumbent \$100.

President W. Gerard Power, St. Pacome, P. Q.; Alexander MacLaurin of Montreal and D. Champoux of Restigouche, P. Q., have been nominated as delegates from the Canadian Lumbermen's Association to the annual meeting of the National Wholesale Lumber Dealers' Association, which will be held in Philadelphia next month.

E. F. Foster has been appointed manager of the operations of the Holt Timber Company, Bolger Bridge, Ont. He succeeds Geo. W. Taylor, who has gone to Florida to take charge of some large enterprises with which Mr. Holt is associated.

W. W. Schupner of New York, representing the National Wholesale Lumber Dealers' Association, recently spent a few days in Montreal, St. John and other cities.

P. L. Canfield, for several years with the R. E. Butler Lumber Company, Woodstock, Ont., has embarked in the wholesale line and opened an office in that city.

J. M. Donovan, Toronto, who recently returned from an extensive trip

to the Pacific coast, is entering upon the wholesale business and is specializing in southern hardwoods.

A. C. Manbert, president of the Canadian General Lumber Company, Toronto, who has been appointed by the lumbermen of Ontario to visit Great Britain in the interests of wider markets and to conduct an extensive publicity campaign on behalf of the wood products of the province, sails next week for the old country. His work will be undertaken under the auspices of the Ontario government, but his salary will be paid by the sawmill men who have joined in this cooperative move. Mr. Manbert is a former resident of Buffalo and previous to coming to Toronto eleven years ago was a member of the firm of Graves, Manbert, George & Co. He is president of the Lumbermen's Section of the Toronto Board of Trade and one of the directors of the Wholesale Lumber Dealers' Association, Inc., Toronto.

At the eleventh annual meeting of the Canadian Lumbermen's Association, which was held in St. John, N. B., W. Gerard Power, St. Pacome, P. Q., was reelected president for the coming year. Twenty-one new directors were appointed, seven of whom will retire annually for the next three years. One of those selected was A. E. Clark, Toronto, who is a director of the National Hardwood Lumber Association and also chairman of the Wholesale Lumber Dealers' Association, Toronto. The present membership of the association is 128, being an increase of 31 over last year. The next annual will be held in Quebec city. The association is calling upon the Provincial and Federal governments to conduct a national survey of the standing forest wealth of Canada, showing the various kinds of timber, quality, location and accessibility, together with the available means of transporting same to the nearest market.

An important step which is being undertaken in Canada is the establishment of a statistical service by the Canadian Lumbermen's Association. Heretofore any shipments regarding the cut, sales, stocks on hand, etc., so far as lumber is concerned have been largely guess work. In future all leading manufacturers will supply on printed forms to Frank Hawkins, secretary of the Canadian Lumbermen's Association, Ottawa, monthly reports of their cuts, sales, shipments, stocks on hand, etc., from which aggregate statements will be compiled for the use of the members.

The eastern spruce manufacturers who formed an association in Montreal last November with Sir Wm. Price of Quebec as chairman and Angus McLean of Bathurst, N. B., as vice-chairman have decided to join forces with the Canadian Lumbermen's Association and will form a section of that body to be known as the eastern spruce section. It is expected that the white pine men of Ontario will organize in the near future and form another section.

THEO. FATHAUER CO.

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◀ BUFFALO ▶

Miss Ethel Morrison, daughter of Frank Morrison, a prominent lumberman and veneer-mill owner at Warren, Pa., sailed a few days ago from New York for service with the Y. W. C. A. in France.

The lumbermen are represented on Chamber of Commerce committees this year as follows: Charles N. Perrin, acquaintance and entertainment; H. Ernest Montgomery, executive; Orson E. Yeager, railway terminals; Millard S. Burns, transportation.

A reduction of wages of woodsmen has occurred in northwestern Pennsylvania, as the lumber mills have little business and the chemical factories are in the same position. The chemical plants are running on short time, as the price of acetate has declined from \$5 per hundred to \$2.50.

Miss Catharine McLean, daughter of Mr. and Mrs. Hugh McLean, was married on February 15 to Emerson E. Coatsworth of this city. The ceremony occurred at the home of the bride's parents in Lincoln Parkway, and was performed by the Rev. Murray S. Howland of the Lafayette Presbyterian Church.

Seneca Falls, N. Y., is anticipating good times in the building trade, as Louis J. Stauff, owner of the Hoag House site, will build a seventy-two-room hotel, which it is said will be modern in every way.

M. M. Wall is spending two or three weeks on a vacation trip to Mount Clemens, Mich. Orson E. Yeager is planning to join him there shortly for a couple of weeks' rest.

The letting of a contract by the government for a fleet of twenty sea-going tugs to be available mostly for use on the barge canal shows that an effort is to be made to connect this waterway across New York state with deep water navigation, both on the lakes and the ocean. The immediate future of the barge canal is not very well defined, because the government has neither taken it up vigorously itself nor provided a way for private capital to use it. Still this season ought to demonstrate that it is needed, and to show by actual accomplishments by the fleet of more than 100 boats to be provided that there is a profitable business possible. The old opposition to the canal was that it was sufficient to float all business offered, but the reply was that the canal was not large enough to carry business at a profit.

Burwell S. Cutler, who is now chief of the export division of the Department of Commerce, spoke at a dinner of the Purchasing Agents' Association here on February 17, telling what the government is trying to do to stabilize business conditions. The big export trade counted on is not going to materialize immediately, he said, mainly because credits are restricted. Business in domestic lines, he added, is waiting for bottom prices in raw materials.

◀ PITTSBURGH ▶

The Aberdeen Lumber Company reports some week spots in quotations on gum and cottonwood. This is due chiefly to the fact that some manufacturers are tired of holding out for present prices and have cut away for business.

The Frampton-Foster Lumber Company is doing a splendid business this winter and is getting a good share of industrial and railroad trade. The company's country mills are busy and Manager P. M. Frampton states that prices are up to stay.

The Acorn Lumber Company reports demand much less than was anticipated a few weeks ago. Until the spring-buying movement is more fully determined business will be slack, according to its officials.

The American Lumber and Manufacturing Company announces that more inquiries are coming in for lumber and that indications point to a larger market for hardwoods in the near future.

The Daily & Allen Lumber Company has added to its force of salesmen Charles Zender, who was for a long time with the Pennsylvania Mill and Sash Company.

The Duquesne Lumber Company reports that business in the East seems to be no better than in the Pittsburgh district. Demand is hesitating all along the line. G. C. Adams, Philadelphia representative of this company, will soon be back at his desk after a year's absence for Uncle Sam in Washington.

◀ BOSTON ▶

Two organizations involving the use of hardwood lumber are reported in New England, the Portland Burial Case Company, Portland, Me., and the Reliance Wood Heel Company at Somerville, Mass.

The store houses and dry kilns of the W. H. Sawyer Lumber Company, 66 Lincoln street, Worcester, which were recently destroyed by fire, are to be rebuilt. Bids are now being received for the reconstruction.

Morris A. Hall of the Hall Lumber Company was severely injured in an automobile accident; his father, Hon. James M. W. Hall, who accompanied him, was fortunate in escaping with slight bruises.

◀ BALTIMORE ▶

Frank Tiffany, foreign representative of the National Lumber Exporters' Association, who came to the United States from London, where he is stationed, to attend the annual meeting of the organization at New Orleans, and who has since then visited various cities, meeting exporters and other lumbermen, and discussing the foreign situation, stopped at Baltimore and on February 15 was the guest of honor at a dinner given by members of the association in this city at the rooms of the Old Colony Club in the



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This is the day of "hurry up" orders—of urgent needs. Our five mills each has a well assorted stock. Frequently our ability to turn loose all five shipping points on one order has enabled us to complete shipment in 24 hours on 10 or 15 cars of some particular grade or thickness of urgently needed lumber. That would be impossible with but one shipping point.

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PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm

Southern hotel. The export situation came in for discussion and Mr. Tiffany gave much information not embodied in his report to the organization. The visitor left on February 16 for New York and sailed on the following day.

T. A. Ralston, representing William Horner of Reed City, Mich., one of the largest maple flooring concerns in the country, stopped in Baltimore last week on his way to New York. He stated that the demand for maple flooring and other stocks was not urgent or large at this time, but that the outlook was promising. It was his intention to stop over at Wilkesbarre, Pa., in the expectation of securing a large order.

An organization to be known as the Export and Import Board of Trade is to be formed here for the purpose of aiding every effort made to augment the foreign business of this port, with lumber as one of the commodities to receive encouragement. A board of directors has already been elected, and will act as incorporators of the new organization. This board includes among its members John L. Alcock, John L. Alcock & Co., and Walter B. Brooks, Hyland & Brooks Lumber Company. The details are yet to be mapped out, but some of the leading men of the city have been interested in the project. The board as such will not engage in business direct, but will hold itself ready to assist all efforts to build up the foreign business.

According to the chief harbor master, F. J. Dodson, the lumber received on the city wharves here during the last year amounted to not less than 93,000,000 feet, against 105,550,109 feet the year before. The drop is to be accounted for on the score of the great freeze last winter, when for nearly three months vessels were unable to move in the river.

Frank Heim of Richard P. Baer & Co. is back from a five weeks' trip to Mobile and Bogalusa. At the former place he went over the operations of the sawmill run there by the Magazine Hardwood Company, the manufacturing end of the firm, and at Bogalusa he looked after some matters in connection with the completion of the sawmill erected there for the manufacture of gum chiefly. This plant is about ready to start, and is expected to turn out large quantities of lumber. The logs are to be furnished by the Great Southern Lumber Company. Mr. Heim stated that the labor situation in the South continued to be troublesome, and that the output of plants was curtailed largely on that account.

◀ COLUMBUS ▶

The Edon Lumber Company, Edon, O., has been chartered with a capital of \$10,000 by J. O., M. A., F. M. and R. O. Stine and C. E. McFadden.

The Pickaway County Lumber Company, Circleville, has been incorporated with a capital of \$20,000 by Wm. F. and Carrie S. Cellar, Frank Brockman, John B. and Ada S. Miller.

The Columbus Builders' and Traders' Exchange is preparing to send a large delegation to the eighth annual convention of the National Association of Builders' Exchanges to be held at Milwaukee the latter part of February.

The authorized capital of the Pasadena Lumber & Supply Company, Dayton, has been increased from \$50,000 to \$75,000.

The capital of the Robert Hixon Lumber Company, Toledo, has been increased from \$100,000 to \$200,000.

The Federal Screen & Weatherstrip Company, Cleveland, has been chartered with a capital of \$25,000 by J. H. Deitz and others.

The announcement is made that the Central West Coal & Lumber Company of Columbus will enter the lumber business after March 1. The lumber department, which will be entirely in the wholesale line, will be in charge of J. M. Andrew, who has become a vice-president in the corporation.

The Kosse, Shoe & Schleyer Company, Cincinnati, has completed a band mill at St. Bernard, a suburb of Cincinnati. It is especially equipped for the manufacture of walnut for the furniture trade.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods, both from retailers and factories. Concerns making vehicles and implements are making inquiries for hardwoods. Prices are generally well maintained, as there are only a few cases of cutting to force trade. Retail stocks are not large.

Quite a few lumber dealers in Ohio attended the annual convention of the Ohio Builders' Supply Association held in Columbus about the middle of February. Reports from the dealers showed that the tone of the market is better than was the case several weeks ago, and builders generally expect a fairly active building season.

Scott Bennet, owner and manager of the Medina Bending Company, Medina, left recently on a business and pleasure trip to Florida and other southern points.

J. A. Salmon has been elected president of the Portsmouth Lumber Company, Portsmouth; S. C. Peebles, vice-president; E. E. Steed, manager, and H. B. Murray, secretary and treasurer.

V. R. Gebhardt, Columbus, formerly with the Mason-Donaldson Lumber Company of Rhinelander, Wis., has severed that connection and is now with the Sawyer-Goodman Company of Marietta, Wis.

Gen. S. B. Stanbery, a Cincinnati lumber dealer, with his two sons, Sergt. Sanford Stanbery and Private Carroll Stanbery, will soon be back from France and will resume the lumber business. Gen. Stanbery was a colonel in the Ohio National Guard at the time America entered the war and was promoted to brigadier general. His son Carroll has been his orderly and chauffeur.

◀ CINCINNATI ▶

Among the concerns reporting to the U. S. Employment Bureau that it has reemployed its workers who have returned from the army or navy is the Mowbray & Robinson Company.

The M. B. Farrin Lumber Company has prepared plans for the construction of a frame warehouse of two stories, 64x108 feet, to be built in connection with its plant. The structure will be used for the storage of kiln-dried lumber.

Capt. H. J. Pfister, U. S. Army, who has been with the American expeditionary forces in France in the air service since November, 1917, returned to Cincinnati last Thursday and resumed his duties as president of the M. B. Farrin Lumber Company.

The Louisiana Red Cypress Company has not yet announced a successor to the late J. D. Farley, who died January 31 from influenza. Miss Mary Kauffman, who was Mr. Farley's stenographer, is at present in charge of the office.

W. H. Lockwood has again opened his office, 910 Provident Bank building, where he operates the Lockwood Service Company, handling traffic problems for Cincinnati lumber concerns.

W. E. Heyser of the W. E. Heyser Lumber Company is back from an extensive selling trip. He predicts a big revival in the hardwood industry within sixty days.

Candidates for officers of the Lumbermen's Club of Cincinnati will be selected by nominating committees, which will be at its meeting March 3. Members of the Yellow Pine Association here were recently taken in as associate members. At the club's last meeting resolutions were adopted calling for the deportation of enemy aliens and early return of the railroads to their owners.

A settlement has been effected in the estate of Melvin R. Short, lumberman, who committed suicide June 28, 1917. Under it his son receives the bulk of the estate.

◀ EVANSVILLE ▶

J. C. Greer of the J. C. Greer Lumber Company, Daniel Wertz of Maley & Wertz, and Elmer D. Luhring of the Luhring Lumber Company, were among those from this city to attend the recent state convention of rotarians at Indianapolis.

Claude Wertz of Maley & Wertz, hardwood lumber manufacturers, has been re-elected secretary and treasurer of the Evansville Press Club, an organization of newspaper men. He has ably filled this position for the past two years.

Some time ago Mayor Benjamin Bosse appointed a port commission to devise ways and means of building and maintaining Ohio river terminals here. Plans for these terminals have been drawn at the instance of E. H. Hyman, secretary and manager of the Evansville Manufacturers' Association and provide for machinery to hoist and lower freight on the wharf here.

J. C. Greer of the J. C. Greer Lumber Company, returned a few days ago from a business trip through the southern states and reported trade conditions better than a month ago. His company's three large stave mills in Tennessee have been operated steadily for several months and the business outlook is quite encouraging.

Veneer manufacturers in Evansville and in other towns along the lower Ohio valley say trade has been gradually picking up during the past few weeks and that they are looking for a very nice trade during all of the present year. Labor is easier to get and there is now little or no trouble on the car shortage situation. In fact the whole situation is better from many angles and manufacturers are looking upon the bright side of the trade picture.

Mayor Benjamin Bosse, who is interested in many wood consuming factories in Evansville, says the situation from the standpoint of the furniture manufacturers is quite encouraging and that the furniture makers are looking for quite a good trade all of this year.

◀ LOUISVILLE ▶

In spite of the reluctance of consumers to build under existing high prices of material and labor, indications are that there will be a fair volume of building in Louisville this season, and a corresponding increase in the demand for flooring, interior trim, etc. Whereas annually Louisville has permits of \$4,000,000 to \$6,000,000 in new construction, and there has been hardly any building for two years past, much work is likely to come out. Architects report that they are carrying a considerable volume of prospective business on their books, and are making numerous sketches, which may and may not develop business. Plans are now being drawn for large additions to the Bank of Commerce building, and also to the twenty-story Inter-Southern building. In the housing way Louisville has outgrown herself, with the result that the demand for medium to good residences, apartments, etc., can't be filled. Finding a house or apartment in Louisville is like looking for the proverbial needle, as the real estate men haven't anything to offer, and even sale property is scarce. A big building boom is bound to come sooner or later, and the plans are to get it through this season.

The general lumber and supply houses, building trades, etc., are starting a campaign through the newspapers to show the public that prices won't go lower and may go higher. The trades have gotten together, being led by the lumber interests, and are planning a very active publicity campaign, which it is believed will bear fruit. Retailers out in the state are in some instances guaranteeing the prices of building lumber against decline in order to create immediate business and keep things moving.

James C. Hannan, formerly assistant secretary of the C. C. Mengel & Bro. Company, has been elected secretary, succeeding J. Cripps Wicklife, who resigned about the first of the year to go with I. F. Williams & Sons of New York. Mr. Hannan in discussing the hardwood situation said: Inquiries are fine and so are orders, and the past three weeks have been hummers. We have secured a couple of good parcels of logs for delivery in the United Kingdom and also in Scandinavia, these parcels running from 300 to 400 logs each, shipped from New York, to which point they will be brought by our own steamers and transferred. Veneers are very good, and we have received some excellent dimension orders, especially in the East. Our present demand for walnut lumber and veneers is running ahead of mahogany, which is also very good.

John Churchill of the Churchill-Milton Lumber Company, Greenwood, Miss., was recently in Louisville. He reported a very active volume of business, especially on gum lumber. Good water in the South has resulted in the company's getting in about 2,000,000 feet of logs at the Greenwood mill. The plant at Glendora was sold some time ago.

The Louisville and Memphis divisions of the Southern Hardwood Traffic Association are making a hard drive to secure the milling-in-transit privilege on lumber for Louisville, Evansville, Nashville and Memphis. Another hearing on the subject was held in Louisville a few days ago before the Louisville District Freight Traffic Association, the hardwood interests being represented by J. H. Townshend, R. R. May and J. Van Norman, while a number of lumber operators were present, and representatives of the Illinois Central and Louisville & Nashville railroads.

K. Uchida, Tokio, Japan, was recently in Louisville where he investigated operations at a number of veneer plants, lumber plants and varnish factories, going over the manufacture of high grade woods, and finishing preparations. Mr. Uchida is reported to be a millionaire lumber operator of the Orient.

W. C. Hanafey, who for several years has been with the timber department of the Wood-Mosaic Company, New Albany, Ind., has been transferred to Jackson, Tenn., where he takes charge of the company's new mill, recently purchased from T. J. Sprague, who had previously bought it from the Arlington Lumber Co., and sold without turning a wheel.

It is reported that Hoyt & Hiestand, operating a sawmill at Pekin, Ind., forty miles from Louisville, will rebuild the plant which was destroyed by fire at a loss of \$15,000.

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or for any purpose
where tensile strength is an
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Ash

32,160 ft. 4/4"
1,875 ft. 5/4"
28,585 ft. 6/4"
2,840 ft. 8/4"
13,875 ft. 10/4"
2,650 ft. 12/4"
4,475 ft. 14/4"
12,670 ft. 16/4"

Walnut

15,675 ft. 5/8"
2,025 ft. 3/4"
155,327 ft. 4/4"
19,195 ft. 5/4"
13,840 ft. 6/4"
13,990 ft. 8/4"
1,800 ft. 10/4"
1,200 ft. 12/4"
800 ft. 16/4"

J. V. Stimson & Co.
Owensboro, Ky.

At Lebanon, Ky., Lancaster, Wallace & Neilson will establish a hardwood flooring plant, having purchased the equipment of the old Lebanon Hardwood Flooring Company, planning to refurnish and remodel the old plant, installing modern equipment.

From the numbers attending the annual auto show in Louisville during the week of February 17, and from the number of sales reported, it would appear as though the auto industry should have a good year in Louisville. Reports from other sections of the country would go to show that the auto shows are doing exceptionally well everywhere, as was the case with the furniture shows.

Lieut. Walter Cumnock, brother-in-law of W. R. Willett, W. R. Willett Lumber Company, who prior to entering the army was salesman for the Roth Lumber Company, Louisville, has been stationed at Camp Stuart, Va., since returning from France, but expects to be home within a few days.

Percy Clancy, who prior to entering the army, where he was commissioned a lieutenant, was with the Louisville Point Lumber Company, has been mustered out, and is taking a rest before again entering business. He was very ill of pneumonia a few weeks ago, and hasn't recovered his strength as yet.

The Savage-Smith Lumber & Coal Company, Richmond, Ky., capital \$20,000, has been incorporated by Earl Savage, William Smith and D. C. Field.

At Somerset, Ky., the Crescent Stave Company, capital \$10,000, has been incorporated by A. R. Humble, J. S. Cooper and H. C. Cooper. Mr. Humble is one of the best-known stave men in the state.

At Middlesboro, Ky., the Bell County Lumber & Coal Company, has been organized by F. R. Whalin and others, to do a wholesale and retail business in soft and hardwoods, building materials, etc. The company has taken over the Rennebaum Lumber Company's yard.

The Wood-Mosaic Company, New Albany, Ind., recently gave a big farewell banquet at the Pendennis Club, Louisville, in honor of Thomas R. Bunt, representative of the British War Mission in the United States, on the eve of the latter's sailing for home. Mr. Bunt is a walnut timber expert and was in charge of a large corps of men in this country. About thirty men from the company, and friends of Mr. Bunt's were present at the banquet. W. A. McLean of the company presented Mr. Bunt with a handsome diamond ring as a token of the esteem in which the company and those present held him, following long and agreeable relations.

WISCONSIN

The General Manufacturing Corporation, Milwaukee, has been incorporated with an authorized capital stock of \$100,000 to engage in the manufacture of veneers, cabinets, billiard and pool tables, talking machines, etc. The company has taken over the plant and equipment of the Minn Billiard Company at 1520-1530 Buffum Street, Milwaukee, and will continue its operation. The principal product will be a phonograph and it is planned to make initial shipments by March 1. Edward A. Heaney, formerly head of the Milwaukee Talking Machine Company, and Walter H. Schwab are the principal owners of the new company.

The Wisconsin Textile Manufacturing Company, Two Rivers, Wis., maker of hardwood devices and appliances for the textile industry, has increased its capital stock from \$25,000 to \$50,000. The new issue is made to finance enlargement of operations, including the business of the Alberts & Meyer Manufacturing Company, which was taken over several months ago. Gust. C. Kirst is president, and Oscar B. Alberts, secretary and treasurer.

The Appleton Hub & Spoke Company, Appleton, Wis., which recently lost its plant and equipment by fire, has awarded contracts for the erection of a new factory, 45x75 feet in size, of fireproof construction. A complete new equipment of machinery and woodworking tools is being purchased. John Tracy is president and general manager.

Herman Meister, for many years employed by church furniture and top manufacturers in Milwaukee, has established a wooden toy factory at Oconomowoc, Wis., in the Brown building, 120-122 North Main street. Mr. Meister is an expert wood carver and cabinet maker and has ample financial backing in his new enterprise.

The Sturgeon Bay (Wis.) Fruit Package Company has completed arrangements for the enlargement of its lines of production to include cheese boxes and other veneer containers besides berry boxes, crates, etc. A new dado heading machine and considerable other equipment is being installed. The company also contemplates the erection of two wing additions, 50x90 feet, and 20x35 feet, and a new warehouse during the course of this year. Orders for more than 150,000 cheese boxes have already been booked.

George Weickhardt, vice-president and one of the founders of the Wangerin & Weickhardt Company, 112-124 Burrell street, Milwaukee, manufacturers of pipe organs, died February 15, at the age of sixty-one years. He was stricken with apoplexy at his office on February 10.

The Randolph Wagon Works, Randolph, Wis., has contracted with Amos Preston, Portage, Wis., to furnish a large quantity of oak lumber and bolts for its operations this year. Mr. Preston has reopened his sawmill at Anacker, near Portage, and is now sawing logs for this purpose.

The Milwaukee Talking Machine Company, 416-418 Fourth street, Milwaukee, is increasing its output of phonographs about 35 per cent by

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Tenn. Red Cedar

KNOXVILLE, TENNESSEE

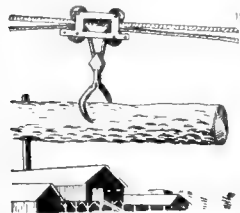
BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

leasing an additional floor and installing much new machinery and equipment. The company is planning to build a new plant on another site within the coming year, since it is possible to extend its facilities in the present leased quarters only with great difficulty and inconvenience. Clem F. Romadka is president and Stanley E. Roth, secretary and treasurer.

Frank Abbott, for many years active in the management of the Matthews Brothers Manufacturing Company, 61-75 Fourth street, Milwaukee, a large manufacturer of bank and store fixtures and hardwood finish, died at Los Angeles, Cal., on February 18, at the age of seventy years. Mr. Abbott went West in October last. He was a brother to William L. Abbott of New York, president of the Matthews company.



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The Willow River Lumber Company, Hayward, Wis., expects to resume the operation of its main sawmill in that city on March 1. The company has been greatly handicapped in its logging work by mild weather, but the recent cold wave has made it possible to fill all camps and proceed with loading at the rate of about thirty carloads a day, employing three loaders.

The Schlecht & Wilson Lumber Company, Minocqua, Wis., has started the work of rebuilding its logging camp buildings, which were destroyed by fire late in January, retarding its woods operations materially.

The Kenfield-Lamoreaux Company, Washburn, Wis., operating one of the largest exclusive box and crating factories in the world, has taken steps to insure an ample supply of logs for operations during the remainder of the year by contracting with H. Marion Juel, Cornucopia, Wis., for a large quantity of hardwood logs now being put in at Bark Bay. More than 175,000 feet already have been cut. The Washburn company operates its own sawmill.

The Rust-Owen Lumber Company, Drummond, Wis., shut down its sawmill about ten days ago for repairs and overhauling after a continuous run of ten months. The mill will be reopened about March 1 or 8 and the company expects to carry on operations at maximum capacity throughout the remainder of the year.

The Fuller-Goodman Company, Oshkosh, Wis., manufacturing lumber and operating line yards in northeastern Wisconsin, has increased its capital stock from \$100,000 to \$200,000. Frank A. Fuller is president, and Robert B. Goodman, secretary-treasurer.

Victor Jacques, logging jobber, Walsh, Wis., has concluded work on a large contract with the Goodman Lumber Company, Goodman, Wis., by which more than 1,000,000 feet have been put in for the purposes of the Goodman mill during the present year.

Edwin Reynolds, a pioneer lumberman of the Door County peninsula in northeastern Wisconsin, died at his home in Sturgeon Bay, Wis., on February 7 at the age of sixty years. After devoting several years to logging and lumbering in Florida, Mr. Reynolds and his father took over the A. W. Lawrence mill at Sturgeon Bay and operated it as the Reynolds Lumber Company. Later the operation was transferred to Minnesota, with headquarters at Duluth. Mr. Reynolds retired about ten years ago.

The Hardwood Market

< CHICAGO >

Orders are showing up in a little greater volume each week in spite of the fact that no real improvement in the building situation has developed. There is a very strong movement on locally, however, in the interest of resuming building and it appears that the proper forces are behind the movement to make it economically logical for this campaign to bear fruit. Chicago rents have climbed materially and the result is that speculative builders may be sufficiently attracted to building investments, in view of the absolute dearth of accommodations, to go ahead on a fairly substantial scale.

The factory trade locally is doing very well in the matter of orders, although the trading is still pretty closely restricted by the immediate needs of the buyers. However, these needs are being maintained in very substantial proportions and the result is a good total movement of lumber. Prices locally are not showing any falling off to speak of, in fact, the growing knowledge of decreased mill stocks and prospective short cut this winter is having a stimulating effect on quotations except where individual firms may face the necessity of making a quick turnover.

< TORONTO >

There is no marked activity in the local hardwood situation at the present time, but values are holding firm, and it is expected there will be considerable demand before another month elapses. Buyers, with a few exceptions, are holding back and average stocks at present are rather low. This applies particularly to dry lumber. Some lines, notably 4x4, 5x4 and 6x4 birch are almost off the market, and prospects for replenishing these sizes are not very promising. The mild weather and absence of snow in many parts of Ontario have delayed logging operations to a considerable extent, and the season's cut in hardwoods will be from twenty-five to thirty-three per cent below normal. Factory work is rather quiet, but a number of good orders are expected for export as soon as ocean tonnage is available. Buying is largely on present requirements only. Certain mills are holding very firm and declare there will be an advance of five per cent on maple and birch before the spring opens up. Manufacturing costs are as heavy as ever, while wages and other operating items show no sign of a decline.

The importation of southern hardwoods in which two or three firms in Toronto specialize is limited at present. Furniture manufacturers, implement men, wagon makers and gramophone producers are purchasing only for immediate needs. This is in accordance with the spirit prevailing in many trades in which lumber consumers are not different from other

allied interests. However, the conviction is growing that business will open up considerably as soon as the building season starts and a better tone will prevail.

◀ BUFFALO ▶

Little improvement in trade has thus far occurred at the hardwood yards and orders are coming in slowly. Some increase in inquiry is reported over a month ago, but the prospective purchasers generally come back with the comment that prices are too high and that they will wait until they can buy cheaper. They are not likely to have their hopes fulfilled, for mill costs are high and lumber stocks are not being added to largely. Some big mills have been closed down for the past month, while the general report is of running at reduced capacity.

The outlook for business is regarded as more or less uncertain, and some dealers do not anticipate that much will be doing before the middle of the summer. Others think that April will start things moving in a fairly active way. Most everybody believes that this is going to be a busy year, though the activity may be late in making its appearance. Manufacturers are eager to get to work, but wish to feel assured that raw materials are somewhere near bottom before they start their operations.

Buffalo is planning to spend some millions in carrying out municipal building this year. New schools alone will be erected at a cost of about \$8,000,000, and it is stated that the plans will be ready for beginning work on the first of these schools within ninety days. Councilman A. W. Kreinheder has outlined work in public improvements which are much needed, and which will run into several hundred thousand dollars and give employment to several thousand men.

◀ PITTSBURGH ▶

Hardwood men are waiting patiently for what they feel sure will come soon, a larger and more varied demand for hardwood. Just now everybody is marking time. Nobody is buying. Retailers are determined that prices must come down. Purchasing agents for manufacturing and industrial concerns take much the same view of the situation. The market suffers chiefly from this belief that quotations will be lower. Add to this the fact that mining operations are falling back steadily and that many plants are shutting down or laying off a large proportion of their employees and it makes a lack of orders and inquiries for hardwood which is keenly felt even at this season. It is predicted that the automobile and furniture trade will do much to bring up this demand within the next few months. It is believed that a building movement cannot be delayed much longer. Meantime wholesalers are sitting tight and trying to look cheerful.

➤ BOSTON ➤

Those who made optimistic predictions regarding the season's trade have been more or less justified. The hardwood demand has kept a slight but steady improvement and is relatively stronger than other branches of the trade. Cancellations upon a large scale have not seriously affected this field, and prices remain well up to the figures of last fall. Buyers are still holding that there is more to be gained by waiting, but this is not borne out as a sound position when the state of available stocks is considered with relation to the very large normal usage of New England. Credit conditions, so far as open embarrassments are concerned, are very good; numerous agencies are at work, both public and private, in and out of the lumber business, to rapidly develop industry and construction, and there seems to be a good support to the forecast of many dealers that the present piecemeal and mixed car buying, while it now totals up to a fair volume, will soon have to be extended radically toward heavier purchasing.

◀ BALTIMORE ▶

The hardwood trade continues to enjoy a fair volume of business, with orders coming in more freely than might have been supposed under the circumstances, but with the movement naturally affected by conditions that prevail. Much uncertainty prevails as to what the near future may bring forth, and buyers are not disposed to make provision for needs in the more distant future. They enter into commitments when there are immediate wants to be met, but are influenced, like many other divisions of business, by the feeling that the quotations will go lower. So far nothing has occurred to make recessions a certainty. Labor has not become more plentiful, at least as far as the sawmills and lumbering camps are concerned, and rates of wages are as high as ever, so that it is necessary for the producers of hardwoods to get about the same amount of money for their stocks as they obtained before. That a readjustment will take place in course of time is generally admitted, but all indications now show that it will not be precipitate and is likely to extend over a considerable period of time. Buyers are not disposed to hold back on prices when they really need stock, but cannot be interested when it means merely making additions to their holdings. Much business waits on developments that shall afford a clearer indication than has yet been furnished of what turn events may be expected to take and what the effect of certain measures now under consideration will be. With these questions once settled there is every reason to believe that the demand will come and that the mills will be in a position to book all the orders they can take care of. Stocks in the hands of the dealers here are sufficient for such necessities as are likely to develop at this time, but they do not attain proportions which might be expected to cause real pressure upon the market. All kinds of lumber

Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

Even Color

Soft Texture

MADE **MR** RIGHT
OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

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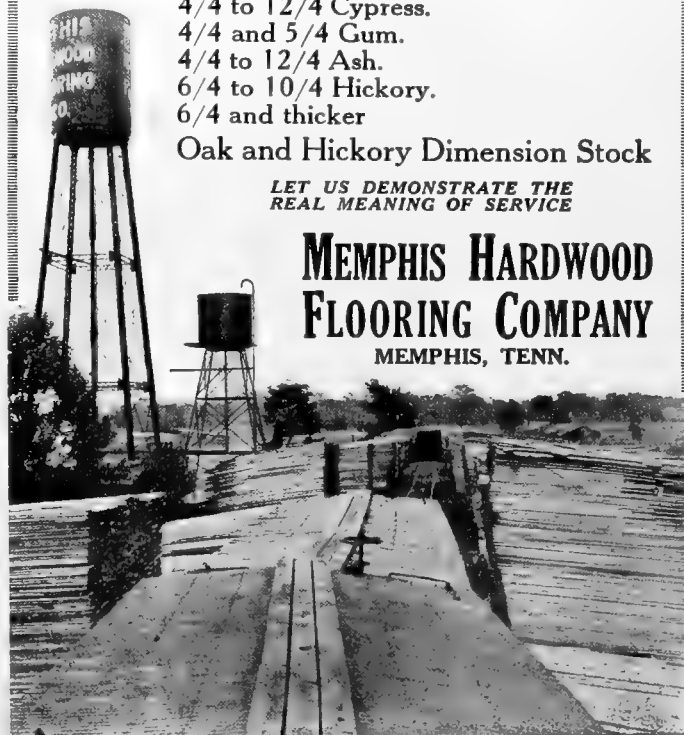
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Oak and Hickory Dimension Stock

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REAL MEANING OF SERVICE

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Hardwood

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MAPLE

12/4" 2 & Better..... 24,000 feet
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6/4" 3 & Better..... 30,000 feet
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4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company
GRAYLING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

are to be had in fair quantities. The production, however, is also held down by various causes, so that troublesome accumulations are being avoided. As for the export business, it still awaits the removal of the restrictions imposed by foreign governments, and the movement is consequently limited to such shipments as are made for account of the British government. The outlook, however, is said to show a very decided improvement, and expectations are being entertained that before very long the exporters will have a chance to get into the market again.

COLUMBUS

The hardwood trade in Ohio territory has been fairly active during the past fortnight. Demand has been gradually increasing both from retailers and from factories. One of the best features is the increase in the number of inquiries. Generally speaking the trade is in fair condition and future prospects are good.

Concerns making vehicles and implements are in the market for hardwoods and some buying is reported from furniture factories. Stocks in the hands of factory consumers are small, and with the gradual expansion of business it is believed the demand from that source will be increased. Retail stocks are not exceptionally large and in many instances rather low. Rural dealers are the best customers at this time. Indications point to considerable building activity in the rural sections.

Architects and contractors are now busy figuring on plans for new construction work. It is believed that there will be considerable building of dwellings and homes. Some business building is also under way. Public construction work is being stimulated by public officials.

Prices are firm all along the line. This applies especially to oak, both quarter sawed and plain. Chestnut is stronger and poplar is in fair demand. Other hardwoods are generally well maintained.

CINCINNATI

Hardwood manufacturers in Cincinnati are gradually adjusting themselves to the conditions brought about by the reconstruction period. What business exists is fairly well distributed. People having large stocks are making slight concessions, but in general prices are holding up fairly well, according to a survey made among local manufacturers. There is a strong demand for auto body and furniture material, but the planing mill business is very slow and manufacturers say it will not open up until building becomes general. Quartered oak is bringing abnormal prices, owing to the scarcity, and those having stocks of this lumber are getting almost what they ask. The flooring business is fairly good.

Much optimism is expressed over the outlook for mahogany. There are lots of inquiries concerning it, and it is expected to be very good in the next four months. Manufacturers say that since the government has ceased cornering the supply for airplanes the supplies will be turned back into the regular trade channels. There is a fairly active demand for poplar, ash, beech and quartered oak.

EVANSVILLE

The hardwood lumber manufacturers of Evansville and southern Indiana report that trade during the past two or three weeks has shown considerable signs of improvement and that more lumber has been shipped out of here during February than during the month of January. In the opinion of the manufacturers trade will continue to improve and while they are not expecting to see anything like a boom in business they do expect to keep busy and say conditions ought to improve right along. All quartered white oak is in good demand, while plain white oak is holding its own. Gum has been picking up and prices are stronger. Hickory is about holding its own, while poplar has been dragging for some time. Some of the hardwood mills in this section have been forced to close down off and on during the past month owing to shortage of logs. Log prices are rather high and probably will be no lower this year. Lumber prices are holding firm and no reduction is looked for. Building material men think there will be no reduction in building material prices but that on some grades there is likely to be an increase during the year because of their scarcity. Box manufacturers who operated their plants on war contracts, are fast getting back to their domestic business and report orders coming in nicely. The situation, as a whole, is not one of discouragement to the manufacturer and wholesaler, while the retailer too, is quite optimistic. General trade conditions are good in Evansville and while there are some unemployed men, the number is not so large as it was a month ago.

MEMPHIS

The hardwood market is gradually improving. Buyers are displaying more interest. There are more consumers and distributors who are under the necessity of replenishing their holdings, and this means that there are more buyers in the market than for a very long while. There is no apparent disposition on the part of either consumers or distributors to anticipate their requirements to an appreciable degree. They are buying against their more immediate needs. Orders are largely for immediate shipment. There are practically no contracts being made involving deliveries over any considerable period. This absence of buying ahead is perhaps one of the most striking features of the hardwood lumber situation at the moment. It is equally true of boxes, barrels, flooring and other

hardwood products. Buyers in all of these woodworking lines appear to believe that they will be able to buy cheaper, and that they have everything to gain and nothing to lose by a policy that calls for purchase on a hand-to-mouth scale. Commodity values generally are declining, and this declining tendency in most items is regarded as responsible for the present method of buying. Hardwood lumber manufacturers, however, enjoy a rather unique position in the respect that, while prices on other raw materials are declining, those on lumber are well maintained for the reason that production is on such a restricted scale.

Prices on low-grade cottonwood have advanced \$1 to \$2 per thousand during the past ten days because of the scarcity of offerings in the open market. Prices are being advanced on some other items; but, even where advances are not being made, prices are well maintained and appear to have struck bottom. One prominent firm here is authority for the statement that it has sold more than 1,000,000 feet of hardwood lumber since January 1, and that it has not deviated in the slightest from its list prices. Others say they are asking full quotations, and that they are refusing to make concessions. The smallness of production, both present and prospective, is responsible for the independent attitude assumed by the majority of holders. If they were producing stock normally and had large payrolls and other operating costs to meet they might feel different about prices. But the majority are operating in a very limited manner, their expenses are comparatively light and they are in position to go slowly in selling. In addition to the lightness of stocks, it may be noted that there is confident belief in decided expansion in demand from both domestic and foreign sources.

More orders have been received here during the past ten days than during any similar period for several months. Inquiries are being received on a scale that suggests a further large increase in buying in the immediate future, and lumber interests are taking the stand that, when buyers realize that there is no chance of a recession in values, there will be a distinct change in the attitude as well as in the policy of consuming and distributing interests. The better demand at the moment is for oak, ash, gum and poplar. Other items, however, are moving in a larger way than a short time ago, and altogether the average lumber manufacturer describes the situation as showing many elements of soundness and healthiness. There is considerable export demand, but very little lumber is being exported from the southern hardwood field for the reason that there are so few boats on which to handle overseas shipments.

The car situation is quite favorable and the volume of shipments is showing substantial increase. Production, however, is quite small and stocks of lumber are decreasing rather than increasing.

◀ LOUISVILLE ▶

Business during February has been better than it was during the entire months of November, December and January, according to some of the leading local concerns, reports showing a very active volume of inquiry, and numerous orders received. The demand for veneers at the present time is especially good, white oak, walnut and mahogany veneers all selling well. There is also a very good demand for hardwoods, with plain and quartered oak excellent sellers. Poplar is in good demand, while such woods as hickory and ash are downright scarce. Gum is showing a notable improvement and chestnut is picking up for core stock. Elm and sycamore are not so active as they were, but a few truck concerns are buying the former. Beach is selling to chair factories.

A considerable percentage of the demand at present is coming from the furniture and cabinet trades, with the talking machine and piano trades buying well. Box plants are fairly busy and are taking up low grades. Flooring manufacturers are more active, and figure on a fair year after things get started. Prices as a whole are good, and stronger than they have been at any time since the armistice was signed. Shipping conditions are generally good. With a return of building and demand for interior trim it is felt that the trade will be in good condition.

◀ MILWAUKEE ▶

While the logging season of 1918-1919 will go down in history as one of the most unfavorable in the experience of the northern lumber industry, there is basis for the hope that the remaining four weeks of the winter period will be accompanied by a more favorable brand of weather and temperatures than those of the last two or three months, enabling loggers to finish with a fairly good average. Colder weather and several snowfalls during the last ten days or two weeks have improved conditions materially and many camps have found it possible to carry on woods work at a maximum capacity. On the whole, however, the season probably will amount to less than half of the normal, both in duration and log input.

The cost of logging has never been so abnormally high as this season, and this unquestionably will be reflected in the manner of stabilizing prices of manufactured products in coming months, despite any strong influences that might develop in favor of a declining movement.

The demand for hardwoods is improving. Furniture and similar industries are taking hold with more confidence, but buying still is largely a matter of filling urgent needs. The musical instrument manufacturing industry is one of the most active buyers and much is expected from this source from now on because of the readiness with which the product is being absorbed by the public.

"WE WANT YOUR ORDERS"

OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock

OAK DIMENSION, PINE DIMENSION

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WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch

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FIRE INSURANCE SERVICE AND PROTECTION

Davis Service was organized to furnish to lumbermen in every branch of the trade complete and immediate protection for buildings, equipment and stocks. No matter how many yards and plants you have, nor where they are located, we can cover you.

The value of Davis Service consists in the fact that your insurance is placed at one time on all your risks, through one office, which acts as your fire insurance clearing house and insures full coverage everywhere all the time.

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Specialists in Lumber Fire Insurance

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

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THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

WANTED ALL GRADES

Chestnut lumber to sell. Address, "BOX 123," care HARDWOOD RECORD.

ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

WANTED TO BUY

No. 1 Hard Maple and Hickory Cordwood F. O. B. Chicago. COVEY-DURHAM COAL CO., 431 S. Dearborn Street, Chicago.

MEMPHIS WHOLESALE

wants to buy for cash, log run Tupelo, Cottonwood, Gum, Cypress, Oak. Will inspect at mill. Would consider financing mill cut, or contract block of lumber and pay cash, green on sticks. Address, "WHOLESALE," Box 205, Memphis, Tenn.

LUMBER FOR SALE

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw, if desired. WALTER C. MANSFIELD, Menominee, Mich.

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Lumber Commission

932 N. Broad St., Philadelphia, Pa.

Will cut to order 8 to 10 cars Locust in the log in New Jersey. Also Poplar and Sweet Gum in the log in sizes and lengths desired.

BEECH

6/4 No. 2 Common and Better or on grades, thoroughly dry; 8/4 No. 2 Common and Better, good widths. HANIEL CLARK & SON, P. O. Box 923, Union City, Pa.

BIRCH LUMBER

When you are buying

BIRCH

consult us. We have it

JONES HARDWOOD COMPANY

10 High Street

BOSTON, MASS.

FOR SALE—THREE CARS

Per week of Oak Veneer Sawdust. One car per week Hardwood Ashes. NICKY BROTHERS, Inc., Memphis, Tenn.

WE WANT TO CONTRACT

Our output of oak veneer sawdust to be shipped in carlots at the rate of about 75 to 100 tons per month. FLOYD COUNTY VENEER MILLS, New Albany, Ind.

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ASH SQUARES WANTED

Short lengths, 32"x1 1/2"x1 1/2", must be straight-grained and free from knots and other defects. Give lowest quotations to this journal, c. i. f. Glasgow, Scotland, for quantities of 1,000 doz. at a time, sample 250 doz. first instance for approval. Address, "BOX 21," care HARDWOOD RECORD.

WANTED TO HEAR FROM

Anyone having carload or more Hickory Treenails. Address, J. H. WILDER, Aurora, Ind.

WANTED FOR CASH

One car 1x1 1/2 or 2" 6-foot good bright sticking strips. State kind. Stained or doty strips not acceptable. JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

WANTED—OAK BENDING

Clear, straight grain Oak Strips cut 1 1/2"x1 1/2"x7 and 8 ft long, 30 to 60 days dry. Can use a number cars. Also 6/4 log run Hickory, green from saw. What have you to offer? DETROIT CEDAR & LUMBER CO., 2011 Dime Bank Bldg., Detroit, Mich.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00. each, f. o. b. Redwine, Ky. LENOX SAW MILL CO., Lenox, Ky.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 8 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

HICKORY AND PERSIMMON LOGS

Wanted up to 10 carloads (in half or carloads or more), Shell Bark, Black or Tight Bark Hickory, Fall cut, 8, 11, 15 ft. lengths, 9" to 15" mean diameter. Also Persimmon Logs 9" upwards. Also state if mill available for cutting up. Will pay cash against selection after loading on cars. Quotations to "BOX 28," care HARDWOOD RECORD.

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50,000 feet of Walnut Logs. Address, W., 255 North Greenwood Ave., Kankakee, Ill.

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OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE

CINCINNATI, OHIO

TWO OR THREE CARLOADS

Kiln dried Gum Veneer cut-downs 3/16" stock, 6" to 18" wide, 16" to 60" long; \$6.75 per 1,000' surface feet. F. A. CARRIER, Finance Bldg., Kansas City, Mo.

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FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$6,750, f. o. b. cars Redwine, Ky., slight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

FOR SALE—BAND SAW MILL

Having finished cutting out our standing timber in West Virginia, we are now offering for sale our complete sawmill outfit, consisting of one Smith, Meyers and Schrier 6' band saw. Mill fitted with steam feed, one Bull wheel, one log turner, saw carriage equipped with Knight dogs and good set rig.

One engine

Two boilers

One side edger

One cut-off saw

Band saw filing room equipment together with shafting pulleys, belting, lumber, trucks, etc.

Mill and equipment now located near Renick, W. Va., and in charge of J. H. Powell, Renick, W. Va.

MACHINERY FOR SALE

1 three drum Berlin Sander; practically new.

1 10-inch Houston four side Moulder.

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1 twenty-four-inch Greenlee iron table rip saw, f. o. b. cars our plant. Priced to sell. WESTERN WHEELBARROW MFG. CO., South Fort Smith Ark.

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A great variety of woodworking machinery: flooring machine, automatic wood lathes, back knives, table saws, swing saws, Emerson dry kiln, band saw, and flooring matcher and borer Schimer heads. List too numerous to mention, together with pulleys, shafting and all kinds of mill accessories. Many of machines new, none old or worn. State your wants. Send for list. ULSTER LUMBER COMPANY, Livingston Manor, N. Y.

EMPLOYES WANTED

FOREMAN WANTED

To operate mill cutting oak dimension employing about twenty men. Address, P. S. MACE COMPANY, Terre Haute, Indiana.

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One who understands geared engines and has worked in mountain logging; wages 55c per hour, steady work and overtime.
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To take active interest in small chair factory with little capital. Address, "BOX 20," care HARDWOOD RECORD.

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with Hardwood experience to take charge of sales. Give experience, age, reference in application. Address, "BOX 29," care HARDWOOD RECORD.

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SALES CONNECTION WANTED
Salesman with established trade wants connection with two or more mills to handle Flooring and Lumber out of Minneapolis and Chicago, or North Shore on jobbing base or commission. Address, "BOX 24," care HARDWOOD RECORD.

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WOODWORKING INDUSTRY

The advertiser owns a tract of valuable timber and plant New York state, for manufacturing a special staple line. Operation requires little skilled help. Whole operation can be let stump to cars under contract and hold contract for all the product spot cash as delivered. Nets ten thousand annually. Owner in poor health wishes to meet reliable, practical business man with \$15,000 capital who will manage same. Willing to pay liberal share of profits to such party, donate plant and take payment for stumpage when sold or sell timber and plant at \$25,000 spot cash. It will net an annual profit of \$10,000 annually for ten years. Parties looking for salary alone need not reply. Capital alone not considered. A reliable business manager absolutely necessary, preferably man used to woodworking industry, or willing to buy at great sacrifice. Highest references given and expected. Address "OPPORTUNITY," care HARDWOOD RECORD.

TEN TO TWO HUNDRED MILLION
As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

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Glasgow, Scotland, is open to consider first-class agency for Agricultural and Mining Tool Handles. Advertiser well known to the trade in the U. K. Open to develop Continental market. Address, "BOX 23," care HARDWOOD RECORD.

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TALLY SHEETS WITH WATERPROOF LINES
Sample Sheets, Price List and Catalog of Other Supplies Will Be Sent on Request

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NO. 1 C., white, 4/4", good widths, 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, white, 6/4", reg. widths. & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
FAS, 4/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.
NO. 1 C., 6/4", reg. width. & lgth., 1 yr. dry; COM. & BTR., 10/4", reg. width. & lgth., 4 mos. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.
FAS, 3/4" & 1/2", reg. widths. & lgths., 6 mos. dry; FAS, 5/8", 10" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
COM. & BTR., 4/4-8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
COM. & BTR., 5/8" & 3/4"; FAS, 4/4, 5/4, 8/4 & 10/4"; NO. 1 C., 4/4, 5/4 & 8/4"; SEL., 5/4, 6/4, 8/4, 10/4 & 12/4". NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 4/4 & 8/4". PENROD-JURDEN COMPANY, Memphis, Tenn.
NO. 1 C. & BTR., 12/4", reg. width. & lgth., green to 6 mos. dry; NO. 1 C., 4/4", reg. width. & lgth., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.
FAS, 8/4"; NO. 1 C. & BTR., 5/8"; NO. 1 C., 4/4-8/4". BEDNA YOUNG LUMBER CO., Jackson, Tenn.

BASSWOOD

NO. 1 C., 5/4", good widths, 50% 4-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
FAS, 4/4", reg. width. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
NO. 2 C. & BTR., and NO. 3 C., 4/4", reg. width. & lgth., 9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 1 C. & BTR., 10/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR., white, 5/4", reg. widths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
NO. 2 C. & BTR., 4/4 & 5/4"; NO. 2 C., 6/4"; NO. 3 CRATING, 5/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.

BEECH

NO. 2 C. & BTR., 4/4 & 5/4", std. width., 8-16', 2-4 mos. dry. C. M. CRIM & SON, Salem, Ind.
NO. 2 C. & BTR. and NO. 3 C., 6/4", reg. width. & lgth., 11 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
LOG RUN, 6/4", reg. width. & lgth., 1 yr. dry; LOG RUN, QTD., 5/8", reg. width. & lgth., 1 yr. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.
NO. 2 C. & BTR., 6/4, 8/4 & 10/4"; NO. 3 C., 5/8". JACKSON & TINDLE, Grand Rapids, Mich.
LOG RUN, 5/8", reg. width. & lgth., green to 6 mos. dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

BIRCH

FAS, sap, 4/4", good widths, 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 10/4", 8 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
NO. 2 C. & BTR., 5/4", reg. width. & lgth., 9 mos. dry, full log run. EAST JORDAN LUMBER COMPANY, East Jordan, Mich.
FAS, 3/4 to 10/4; FAS, 10/4", 12 & wdr.; FAS, 12/4 & 16/4"; NO. 1 C., 4/4 to 6/4"; NO. 2 C., 5/4 & 6/4". THEODORE FATHAUER COMPANY, Chicago, Ill.
NO. 2 C & BTR., 4/4 to 10/4". JACKSON & TINDLE, Grand Rapids, Mich.
FAS, 8/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 2 C., 4/4"; FAS & NO. 1 C., SEL. RED, 4/4"; NO. 3 CRATING, 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.
NO. 1 C. & BTR., red & white, 4/4 to 16/4", reg. width., std. lgth., 1 to 2 yrs. dry. YEAGER LUMBER COMPANY, Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. width. & lgth., 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
LOG RUN, 4/4 & 8/4", 3" & up, 4-20", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

CHERRY

NO. 1 C., 4/4-8/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.
NO. 1 C. & BTR., 4/4", good widths, 50% 14-16', 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS, 4/4", reg. width. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
COM. & BTR., 4/4", 6-16", 10-14", 6 mos. dry. C. M. CRIM & SON, Salem, Ind.

COTTONWOOD

BOX BDS., 4/4", 9-12"; DOG BDS., 8/4"; FAS, 4/4", 6-12". ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 & PANEL, 4/4", 18' & up. ANDERSON-TULLY CO., Memphis, Tenn.
FAS, 8/4, 12/4 & 16/4", reg. width. & lgth., 10 mos. dry. GEO. C. EHEMANN & CO., Memphis, Tenn.
NO. 1 & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to 16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

CYPRESS

SHOP, 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.
SEL., 6/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.
COM. 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.
SHOP & BTR., 3/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
NO. 1 SHOP & BTR., 4/4-16/4", reg. widths, std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN 6/4". BLISS-COOK OAK CO., Blissville, Ark.
FAS, 10/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.
NO. 2 C. & BTR., 4/4-16/4", reg. width. & lgth., 4-11 mos. dry, mostly No. 1 C. & Btr.; NO. 3 C., 4/4 & 6/4", reg. width. & lgth., 4-9 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.
NO. 1 C., 6/4", reg. width. & lgth., 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.
COM. & BTR., 12/4", reg. width. & lgth., 1 yr. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.
NO. 2 C. & BTR., 4/4", reg. width. & lgth., 8 mos. dry. GEORGE C. EHEMANN & CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4, 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.
LOG RUN, 4/4 to 12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
LOG RUN, 4/4, 5/4 & 6/4", 4" & up, 10-16', 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
NO. 2 & BTR., 6/4 & 8/4"; NO. 3 CRATING, 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhineland, Wis.
LOG RUN, 8/4", reg. width. & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.
FAS, 12/4", reg. width., std. lgth., 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—ROCK

NO. 2 & BTR., 8/4": MASON-DONALDSON LUMBER CO., Rhineland, Wis.

GUM—SAP

NO. 1 C. & SEL. & NO. 2 C., 4/4, 5/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

HARDWOODS FOR SALE

NO. 2 C. & BTR., 3/4 to 8/4"; NO. 1 C. & BTR., QTD., 1 to 8". BELLGRADE LUMBER COMPANY, Memphis, Tenn.
 FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.
 ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
 FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4", av. width & lgth., 6 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
 LOG RUN 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
 FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

GUM—PLAIN RED

NO. 1 C. & SEL., 4/4 & 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
 FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.
 NO. 1 & BTR., 4/4 to 8". BELLGRADE LUMBER COMPANY, Memphis, Tenn.
 NO. 1 C. 4/4". BLISS-COOK OAK CO., Blissville, Ark.
 COM. & BTR., 4/4", av. width & lgth., 6 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
 ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.
 FAS, 4/4", reg. width & lgth., 10 mos. dry; FAS, 4/4", reg. width, 10-12", yr. dry; FAS & NO. 1 C., 6/4", reg. width & lgth., 15 mos. dry. GEORGE C. EHEMANN & CO., Memphis, Tenn.
 COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
 FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

GUM—QUARTERED RED

NO. 1 C. & SEL., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
 NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.
 COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.
 COM. & BTR., 4/4", ran. width & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

GUM—TUPELO

NO. 1 C. & SEL., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.
 ALL grades, 4/4, 5/4, 6/4, 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.
 ALL grades, 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

GUM—MISCELLANEOUS

BOX BDS., 4/4", 13-17" & 9-12", av. lgth., 6 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.
 LOG RUN, 4/4", std. width, 8-16", 2-3 mos. dry. C. M. CRIM & SON, Salem, Ind.

HICKORY

LOG RUN, 6/4 & 8/4", std. width & lgth., 1-3 mos. dry. C. M. CRIM & SON, Salem, Ind.
 LOG RUN, 6/4 & 10/4". NICKEY BROS., INC., Memphis, Tenn.
 LOG RUN, 6/4 & 8/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.
 FAS, 8/4, 10/4, 12/4 & 16/4", reg. width, std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAHOGANY

ALL grades HONDURAS, 4/4-8/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 1 C., 4/4", good widths, 14-16", 2 yrs. dry; FAS, 10/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4", reg. width & lgth., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4", std. width, 10-16", 4-6 mos. dry. C. M. CRIM & SON, Salem, Ind.

NO. 1 C. & BTR., 4/4-16/4", reg. width & lgth., 5-12 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4-8/4", reg. width & lgth., 1 yr. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.

FAS & NO. 1 C., 5/4", 1 yr. dry; FAS & NO. 1 C., 4/4", 6" & wider, 1 yr. dry. WIL HORNER, Reed City, Mich.

NO. 1 C. & BTR., 10/4, 12/4, 14/4 & 16/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 C., 4/4 & 5/4"; QTD., 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

FAS, 4/4"; NO. 1 & BTR., 10/4 & 12/4"; NO. 2 & BTR., 5/4, 6/4 & 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 & BTR., 4/4 & 6/4", 6" & wider, 8' & longer, 18 mos. dry; NO. 1 & BTR., NO. 2 C. & NO. 3 C., 5/4", reg. width & lgth., 1 yr. dry; NO. 1 C., 6/4", 6" & wider, 8' & longer, 18 mos. dry; NO. 2 C. & NO. 3 C., 6/4", reg. width & lgth., 18 mos. dry. WHEELER-TIMLIN LUMBER CO., Wausau, Wis.

NO. 1 C. & BTR., 4/4 to 16/4", reg. width, std. lgth., yr. to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

FAS, 8/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 8/4", reg. width & lgth., 1 yr. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.

LOG RUN, 4/4, 6/4 & 8/4", 4" & up, 10-16", 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER COMPANY, Rhinelander, Wis.

LOG RUN, 10/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

OAK—PLAIN RED

NO. 2 C. & BTR., 4/4 & 6/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 4/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 10/4", reg. width & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, 3/4 & 6/4"; NO. 1 C. 4/4 & 6/4"; NO. 2 C., 4/4". NICKEY BROTHERS, INC., Memphis, Tenn.

FAS, 5/4, 6/4 & 12/4"; NO. 1 C., 4/4-12/4"; NO. 2 C., 4/4 & 5/4"; SD. WORMY, 4/4". BEDNA YOUNG LUMBER CO., Jackson, Miss.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 4/4"; FAS, 5/4". NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C., 4/4, 5/4 & 6/4"; NO. 1 C., 4/4", band-sawn; SEL., NO. 2 C. & SD. WORMY, 4/4". BEDNA YOUNG LUMBER CO., Jackson, Miss.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 4/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. widths & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4 & 6/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4, 5/4, 6/4, 8/4 & 12/4". BEDNA YOUNG LUMBER CO., Jackson, Miss.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 2 C. & BTR., 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 3/4 & 1/2" & up, 8' & up, 8 mos. dry; FAS, 4/4", reg. widths & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2"-5 1/2", reg. widths & lgths., 8-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 1/2", 10" & up, 10 & 12"; FAS, 4/4", 8" & up. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

FAS, 3/4", 5/4", 4/4 & 6/4"; NO. 1 C., 3/2", 4/4, 5/4 & 8/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 5/4 & 6/4"; NO. 1 C., NO. 2 C. & SD. WORMY, all 4/4". BEDNA YOUNG LUMBER CO., Jackson, Miss.

OAK—MISCELLANEOUS

NO. 1 C. & SEL., 4/4", 8/4" & 10/4"; NO. 1 C., NO. 2 C. & NO. 3 C., 4/4"; FAS, 10/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

COM. & BTR., 10/4 & 12/4", av. width & lgth., 6 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4", std. width, reg. lgth., 2-4 mos. dry; FAS R & W., 4/4", 6-15", 8-16", bone dry. C. M. CRIM & SON, Salem, Ind.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & NO. 2 C., red & white, 4/4 & 5/4", 4" & up, 10 to 16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 4/4". CROSSING PLK., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

NO. 1 C. & BTR., 12/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 4/4-16/4", reg. width, std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

PECAN

LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 2 C., 8/4", reg. width & lgth., 1 yr. dry. EVANSVILLE BAND MILL CO., Evansville, Ind.

NO. 1 C., yellow, 10/4 & 12/4"; SAP & SEL., 12/4". KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

ALL grades 4/4, 5/4 & 6/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., 5/8 & 4/4", ran. width & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. & BTR., 5/8-16/4", reg. widths, std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

SYCAMORE

NO. 1 C. & SEL., 6/4"; NO. 2 C. 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

NO. 1 C., 4/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

WALNUT

NO. 2 C. 4/4", reg. width & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", reg. widths & lgths., 6 mos. dry; NO. 1 C. 4/4", reg. widths & lgths., 6 mos. dry; COM. & BTR., 5/4", 8" & up, reg. widths, 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL grades & thicknesses. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4	Ehemann, Geo. C., & Co.....	11
Barnaby, Charles H.....	7-15	Evans, G. H., Lumber Co.....	16
Blakeslee, Perrin & Darling ...	4	Ferguson & Palmer Company..	11
Buffalo Hardwood Lumber Co..	4	Gayoso Lumber Company.....	10
Cobbs & Mitchell, Inc.....	3	Goodlander-Robertson Lumber	
Coppock, S. P., Lumber Co....	14	Company	7-10
Crim, C. M., & Son.....	14	Memphis Band Mill Co.....	7-11
East Jordan Lumber Co.....	50	Miller Lumber Company.....	7-37
Elias, G., & Bro.....	4	Paepcke-Leicht Lumber Co....	—
Evansville Band Mill Company..	14	Penrod-Jurden Company.....	1-10
Fathauer, Theo., Company....	38	Pritchard-Wheeler Lumber Co..	7-12
Gill-Andrews Lumber Company	16	Russe & Burgess, Inc.....	10
Hoffman Bros. Company.....	7-28	Sondheimer, E., Co.....	12
Jackson & Tindle.....	44	Stark, James E., & Co.....	12
Jones Hardwood Co.....	46	Stimson, J. V.....	7-52
Kneeland-Bigelow Co., The....	3	Stimson Veneer & Lumber Co..	12
Kosse, Shoe & Schleyer Co., The	35	Thane Lumber Co.....	12
Maley & Wertz.....	15	Thompson-Katz Lumber Co....	11
Mason-Donaldson Lumber Co..	8	Three States Lumber Co.....	7-52
McIlvain, J., Gibson, & Co.....	2	Welsh Lumber Co.....	11
McLean, Hugh, Lumber Co....	4		
Miller, Sturm & Miller.....	4		
Mitchell Bros. Co.....	3		
Mowbray & Robinson Co.....	7-43		
North Vernon Lumber Co.....	15		
Palmer & Parker Co.....	45		
Salling, Hanson Co.....	44		
Standard Hardwood Lumber Co.	4		
Stearns Salt & Lumber Co....	6		
Stimson, J. V.....	7-52		
Sullivan, T., & Co.....	4		
Swain-Roach Lumber Co.....	7-14		
Taylor & Crate.....	4		
Tegge Lumber Co.....	44		
Von Platen Lumber Company..	50		
Wheeler-Timlin Lumber Co....	45		
Willson Bros. Lumber Company	6		
Wistar, Underhill & Nixon....	42		
Wood-Mosaic Company.....	5-7		
Yeager Lumber Company, Inc..	4		
Young, Bedna Lumber Co.....	7-15		
Young, W. D., & Co.....	3		

OAK.

See Lists of Manufacturers on	
page	7
Evans, G. H., Lumber Co.....	16
Long-Bell Lumber Co.....	7
Mowbray & Robinson Co.....	7-43

POPLAR.

Anderson-Tully Co.	2-7-12-51
Arlington Lumber Company....	7-42

RED GUM.

Anderson-Tully Co.	2-7-12-51
Bellgrade Lumber Company....	10
Bliss-Cook Oak Company.....	7-16
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	11
Brown & Hackney, Inc.....	11
Brown Land & Lumber Co....	12
Brown, W. P., & Sons Lumber	
Company	5

North Vernon Lumber Co.	15
Paepcke-Leicht Lumber Co....	—
Pelican Lumber Company.....	—
Penrod-Jurden Company.....	1-10
Pritchard-Wheeler Lumber Co..	7-12
Russe & Burgess, Inc.....	10
Salt Lick Lumber Company....	6
Sondheimer, E., Company.....	12
Standard Hardwood Lumber	
Company	4
Stark, James E., & Co.....	12
Stimson, J. V., & Co.....	10
Stimson Veneer & Lumber Co..	12
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7-14
Taylor & Crate.....	4
Thane Lumber Co.....	12
Thompson-Katz Lumber Co....	11
Three States Lumber Co.....	7-52
Tustin Hardwood Lbr. Co.....	10
Vestal Lumber & Manufactur-	
ing Co.....	41
Welsh Lumber Co.....	11
Willett, W. R., Lumber Co....	5
Willson Bros. Lumber Co.....	6
Wisconsin Lumber Company...	—
Wistar, Underhill & Nixon....	42
Yeager Lumber Co., Inc.....	4
Young, Bedna, Lumber Co....	7-15

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	39
Anderson-Tully Co.	2-7-12-51
Arlington Lumber Company....	7-42
Atlantic Lumber Co., Buffalo...	4
Bellgrade Lumber Company....	10
Bliss-Cook Oak Company.....	7-16
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-11
Brown, Geo. C., & Co.....	11
Brown Land & Lumber Co....	12
Brown, W. P., & Sons Lbr. Co..	5
Brown & Hackney, Inc.....	11
Buffalo Hardwood Lumber Co..	4
Catlin, R. H., Company.....	46
Cornelius Lumber Company....	16
Davis, Edw. L., Lumber Co....	5
Dudley Lumber Company.....	12
Ehemann, Geo. C., & Co.....	11
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	16
Fathauer, Theo., Company....	38
Ferguson & Palmer Company..	11
Gayoso Lumber Company.....	10
Goodlander - Robinson Lumber	
Company	7-10
Hoffman Bros. Company.....	7-28
Kellogg Lumber Company.....	10
Kerns Lumber Company.....	45
Kosse, Shoe & Schleyer Co., The	35
Lawrence, P. J., Lumber Co....	—
Long-Bell Lumber Company...	7
Long-Knight Lumber Company	26
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Maley & Wertz.....	15
Memphis Band Mill Company..	7-11
Memphis Hardwood Flooring	
Company	43
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-37
Mowbray & Robinson Co.....	7-43
Murrelle, L. D., Lumber Co....	10
Nickey Bros., Inc.....	25
Norman Lumber Company.....	5

LUMBER COMMISSION.

Alfred P. Buckley.....	46
------------------------	----

VENEERS AND PANELS.

Ahnapee Veneer & Seating Co..	—
Anderson-Tully Co.	2-7-12-51
Astoria Veneer Mills & Dock	
Co.	30
Bird's Eye Veneer Company...	24
Dean-Spickler Company, The..	—
Hoffman Bros. Company.....	7-28
Kiel Woodenware Co.....	28
Kosse, Shoe & Schleyer Co., The	35
Long-Knight Lumber Co.....	26
Louisville Veneer Mills.....	29
Mengel, C. C., & Bro. Co.....	5
Nickey Bros., Inc.....	25
Ohio Veneer Company.....	46
Palmer & Parker Co.....	45
Penrod Walnut & Veneer Co..	—
Pickrel Walnut Company.....	27
Rayner, J., Company.....	8
Stark, James E., & Co.....	12
St. Louis Basket & Box Co....	30
Stimson Veneer & Lumber Co..	12
Wisconsin Cabinet & Panel Co.	26
Wisconsin Veneer Company....	30
Wood-Mosaic Company.....	5

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co....	5
Hoffman Brothers Company....	7-28
Kosse, Shoe & Schleyer Co., The	35
Long-Knight Lumber Co.....	26

Mengel, C. C., & Bro. Co.	5
Palmer & Parker Co.....	45
Pearson, C. H.....	—
Penrod Walnut & Veneer Co....	—
Pickrel Walnut Company.....	27
Purcell, Frank.....	41
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-16
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	50
Horne, William	6
Long-Bell Lumber Company...	7
Mason-Donaldson Lumber Co..	8
Memphis Hardwood Flooring Co.	43
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	—
Hill-Curtis Co.....	52

SAWMILL MACHINERY.

Hill-Curtis Co.....	52
Sinker-Davis Co.....	—
Soule Steam Feed Works.....	—

LOGGING MACHINERY.

Chickasaw Cooperage Company	34
Godfrey, John F.....	42
Lidgerwood Manufacturing Co.	42

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	—
Philadelphia Textile Machinery	
Company	6

LUMBER INSURANCE.

Davis, A. J., & Co.....	45
-------------------------	----

TIMBERLANDS.

Lacey, James D., Timber Co...	—
-------------------------------	---

MISCELLANEOUS.

Brookmire Economic Service...	—
Buck, Frank R., Co.....	47
Catlin, R. H., Company.....	46
Childs, S. D., & Co.....	50
Certus Cold Glue Company....	24
Kane Manufacturing Company.	—
Lumbermen's Credit Assn.....	50
Pearson, C. H.....	—
Perkins Glue Company.....	28
Valley Log Loading Co.....	10

VENEER**ASH**

$\frac{1}{8}$ - $\frac{1}{4}$ up to 22' long. HOFFMAN BROS. CO.,
Ft. Wayne, Ind.

CHERRY

$\frac{1}{20}$ - $\frac{1}{8}$. HOFFMAN BROS. CO., Ft. Wayne,
Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS,
INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced.
THE DEAN-SPICKER CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER
CO., Chicago, Ill.

PLAIN & FIGURED, 1/28 to 1/4", Mexican
and African. HUDDLESTON-MARSH MA-
HOGANY CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

MAPLE

QTD., $\frac{1}{8}$ - $\frac{1}{4}$; PL., $\frac{1}{8}$ - $\frac{1}{4}$ up to 22' long. HOFF-
MAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any
thickness, any size. PENROD, JURDEN &
McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

WHITE, 1/20. HOFFMAN BROS. CO., Ft.
Wayne, Ind.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY
BROTHERS, INC., Memphis, Tenn.

POPLAR

$\frac{1}{4}$ - $\frac{1}{2}$ up to 22' long. HOFFMAN BROS. CO.,
Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE
DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

SL. & RTRY. CUT. HUDDLESTON-
MARSH MAHOGANY CO., Chicago, Ill.

ANYTHING in walnut, veneers, pl. & fig.,
rty. and sliced. PICKREL WALNUT CO., St.
Louis, Mo.

**CROSSBANDING AND
BACKING****GUM**

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

PANELS AND TOPS**BIRCH**

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S
and 2S. HUDDLESTON-MARSH MAHOG-
ANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S
and 2S. HUDDLESTON-MARSH MAHOG-
ANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

PL. & QTD. 1/4, 5/16 & 3/8", stock sizes,
good 1S and 2S. HUDDLESTON-MARSH
MAHOGANY CO., Chicago, Ill.

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MILLS, Louisville, Ky.

NO. 1 C. & BTR., 4/4 & 6/4", reg. widths &
lgths. FERGUSON & PALMER CO., Memphis,
Tenn.

COM. & BTR., 4/4". KRAETZER-CURED
LUMBER CO., Memphis, Tenn.

NO. 1 C. 4/4", reg. width & lgth., dry. PEN-
ROD, JURDEN & McCOWEN, INC., Mem-
phis, Tenn.

COUNTERFEIT CHECKS

are frequent except where our

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Geometrical
Barter Coin

is in use, then
imitation isn't
possible.
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ask for it.

S. D.
CHILDS & CO.
CHICAGO

We also make
Time Checks, Stencils
and Log Hammers

**FOR PROMPT SHIPMENT, THOROLY DRY****MAPLE**

200,000' 4/4 No. 1 C. & B.	100,000' 10/4 No. 1 C. & B.
24,000' 5/4 No. 1 C. & B.	80,000' 12/4 No. 1 C. & B.
38,000' 6/4 No. 1 C. & B.	80,000' 14/4 No. 1 C. & B.
300,000' 8/4 No. 1 C. & B.	50,000' 16/4 No. 1 C. & B.

ELM

22,000' 6/4 No. 2 C. & B.	20,000' 12/4 No. 1 C. & B.
180,000' 8/4 No. 2 C. & B.	102,000' 16/4 No. 1 C. & B.

BASSWOOD

165,000' 4/4 No. 2 C. & B.	5,000' 5/4 Piano key stock, (green)
----------------------------	--

BIRCH

40,000' 5/4 No. 2 C. & B.	38,000' 5/4 No. 3 Common
15,000' 4/4 No. 3 Common	

A Full Line of High Grade Maple

East Jordan Lumber Co.

Manufacturers
IMPERIAL Maple Flooring

East Jordan, Michigan

SAVE YOUR MONEY BY USING THE**RED BOOK** Published semi-annually
in February and August

It contains a carefully prepared list of the buyers of lum-
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner
of meeting obligations. Covers the United States, Alberta,
Manitoba and Saskatchewan. The trade recognizes this
book as the authority on the line it covers.

A well organized Collection Department is also oper-
ated and the same is open to you. Write for terms.

Lumbermen's Credit Association Estab.
1878

608 So. Dearborn Street
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IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS**BASSWOOD**

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

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8/4 No. 1 Com. & Btr.

**If You Knew**

What our BULLETIN SERVICE was doing
for your competitor in the lumber business, you'd
not only want the service yourself, but YOU'D
HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago



Keep in touch with the SOURCE of SUPPLY

THE vital need in shipping hardwood lumber today is the ability to fill the order from stocks **on hand** and to start it forward almost over night. This is true in all lines of hardwood consumption. Obviously, to handle such business conscientiously the shipper must be in an unusually strong position, as a distinctly curtailed hardwood production this year puts a frequent strain on the average shipper to properly handle even an ordinary shipment.

The ability to meet just such a situation as prevails today has been the goal of our years of development. That goal was long since attained through a diversified output embracing **all** the products common to our region and through a versatile manufacturing organization cutting on timber picked out years ago when the selection was unbroken.

Conditions are never so involved but that one or more of our mills can produce the goods on the spot. We have behind our sales a cut of

*70,000,000 Feet A Year of
SOUTHERN HARDWOODS*

Anderson-Tully Company

Quality —GOLDEN RULE—Service

Memphis

Tennessee

STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
½ car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4/4 Log Run Cherry	½ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

Three States Lumber Co.

MEMPHIS, TENN.

Manufacturers of
SOUTHERN HARDWOODS

BAND MILL: BURDETTE, ARK.

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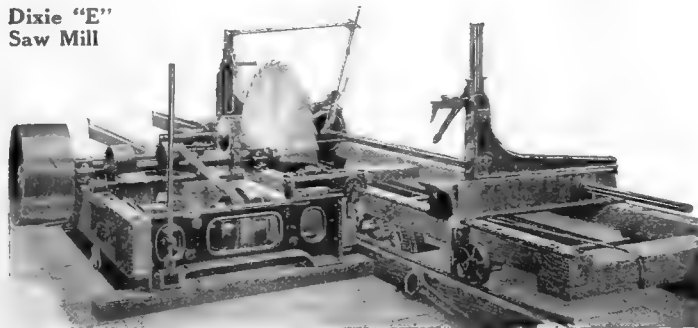
Dry, Ready for Prompt Shipment

COTTONWOOD	OAK
4 Cars 1" Boxboards, 13" to 17"	5 Cars 1" FAS. Red
3 Cars 1" Boxboards, 8" to 12"	2 Cars 1" FAS. White
1 Car 1" FAS., 6" to 12"	2 Cars 1½" No. 1 C. & Btr. Red
5 Cars 1½" No. 1 Common	5 Cars 1" No. 1 Com. Red
5 Cars 1½" No. 1 Common	2 Cars 1" No. 1 Com. White
4 Cars 1" No. 2 Common	5 Cars 1" No. 2 Red & White
2 Cars 1½" No. 2 Common	2 Cars 2½" No. 1 Com. & Btr. Plain Red Oak
3 Cars 2" FAS.	2 Cars 3" No. 1 Com. & Btr. Plain White Oak
GUM	5 Cars 2" Log Run Elm
6 Cars 1" FAS. Sap	5 Cars 1" Log Run Elm
5 Cars 1½" FAS. Sap	3 Cars 1½" Log Run Elm
3 Cars 1½" FAS. Sap	4 Cars 1½" Log Run Elm
6 Cars 1" No. 1 Common	3 Cars 2" Log Run Maple
5 Cars 1" No. 2 Common	2 Cars 12/4" Log Run Maple
2 Cars 1½" FAS. Red	2 Cars 6/4" Log Run Maple
2 Cars 1½" FAS. Red	2 Cars 5/4" Log Run Maple
1 Car 1½" No. 1 Common	3 Cars 1" No. 1 Com. & Btr. Sycamore
3 Cars 2" FAS. Qtd. Red	5 Cars 1" No. 2 & No. 3 Com. Sycamore
2 Cars 2" No. 1 Com. Qtd. Red	2 Cars 2" Select & Btr. Cypress

Our stock is manufactured from a nice class of timber and therefore runs to nice grade and extra good widths and lengths.

We solicit your request for delivered prices

Dixie "E"
Saw Mill



Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich.

DO YOU GENERALIZE IN YOUR MAIL?

Thousands of dollars are wasted every month in promiscuous mail matter sent at random to lumber buyers in the hope that somebody may find something he wants.

**Write a Specific Letter to Actual Users
of Each Item and See the Difference**

If you know exactly what quantity, kind, grade and dimension of hardwoods each factory uses and know the name of each buyer you can write a personal letter quoting only on those stocks each buyer really uses—and your total number of letters would not be any greater.

Such intelligent mail work is possible—you can secure the necessary information cheaply and quickly. Write us about it.

HARDWOOD RECORD
 537 So. Dearborn St. Chicago, Ill.

Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 10, 1919

Subscription \$2.
Vol. XLVI, No. 10



PENROD FOR WALNUT

Enough variety in figure and color to enable you to find anything you may need in the walnut line.

It has had plenty of time to become thoroughly seasoned and will be found in excellent condition for particular purposes.

"IF WALNUT THEN PENROD"

PENROD WALNUT & VENEER Co.

Kansas City, Missouri

The quality of our walnut has always been above criticism. It has been so uniformly satisfactory that many of our customers never think of inquiring elsewhere when they want walnut.

Our service will convince you that you can do no better when you need walnut than to order from the Penrod Walnut & Veneer Co., Kansas City, Mo.

A GENERATION IN THE BUSINESS



ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

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Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

Michigan Hardwoods

Cadillac Quality

DRY STOCK MARCH 1, 1919

- 100 M 4/4 Basswood, No. 1 Common
- 75 M 4 4 Basswood, No. 2 Common
- 100 M 4/4 Basswood, No. 3 Common
- 100 M 4/4 Gray Elm, No. 3 Common
- 60 M 6/4 Gray Elm, FAS and Selects
- 100 M 8/4 Gray Elm, No. 2 Common and Better
- 4 M 4/4 Birdseye Maple, FAS, End Dried
- 30 M 5/4 Maple, Step, FAS
- 80 M 5/4 Maple, FAS and Selects
- 50 M 6/4 Maple, Common and Better
- 70 M 8/4 Maple, FAS and Selects

Also have ample stock of dry 4/4 Maple and can furnish any grade No. 2 Common or better.

Since last September we have been sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry, March 1, 1919—

- 4 4 Basswood, Birch, Gray Elm, Maple, Birdseye Maple, and Beech
- 5/4 Beech
- 6/4 Beech and Gray Elm
- 8/4 Gray Elm

We have part dry—

- 5/8 Beech
- 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 Hard Maple

Some grades and widths are piled separately to better meet the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

“FINEST”

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's. Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
Hardwood Lumber

BIRCH		OAK	
300,000' No. 2 Com. & Btr., 4/4"		50,000' No. 2 Com. & Btr., 4/4"	
75,000' No. 2 Com. & Btr., 5/4"		MAPLE	
SOFT ELM		50,000' 1sts & 2nds, 4/4" to 16/4"	
300,000' No. 2 Com. & Btr., 4/4"		WHITE MAPLE	
60,000' No. 1 Com. & Btr., 10/4"		14,000' 1 & 2nds, 4/4", end dried	
15,000' No. 1 Com. & Btr., 12/4"		HEMLOCK	
BEECH		120,000' Merchantable 4/4"	
300,000' No. 2 Com. & Btr., 4/4"		ASH	
CHERRY		15,000' No. 2 Com. & Btr., 4/4"	
17,000' No. 2 Com. & Btr., 4/4"			

Write for Prices

W. D. Young & Co.

BAY CITY MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES ON THE FOLLOWING:

- 20,000 ft. 1 1/16" x 2" Clear Maple Flooring
- 35,000 ft. 13/16" x 4" No. 1 & Btr. Maple Flooring
- 24,000 ft. 1 1/16" x 4" No. 1 & Btr. Maple Flooring
- 40,000 ft. 4/4 No. 2 Common & Better Ash
- 20,000 ft. 4/4 No. 3 Common Ash
- 200,000 ft. 5/4 No. 2 Common & Better Beech
- 60,000 ft. 8/4 No. 2 Common & Better Beech
- 250,000 ft. 5/4 No. 3 Common Beech
- 14,000 ft. 4/4 1st & 2nd Birch
- 60,000 ft. 4/4 No. 1 & No. 2 Common Birch
- 500,000 ft. 6/4 No. 2 Common & Better Elm
- 225,000 ft. 8/4 No. 2 Common & Better Elm
- 65,000 ft. 10/4 No. 2 Common & Better Elm
- 75,000 ft. 12/4 No. 2 Common & Better Elm
- 150,000 ft. 6/4 No. 3 Common Elm
- 40,000 ft. 8/4 No. 3 Common Elm
- 30,000 ft. 4/4 No. 3 Common & Better Red and White Oak
- 10,000 ft. 8/4 No. 2 Common & Better White Oak
- 5,000 ft. 10/4 No. 2 Common & Better White Oak

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City Michigan

COMPLETE BUFFALO STOCK LIST

BROWN ASH

9,300'	1 2 to 7/8 FAS
199,400'	4/4 FAS
155,200'	5/4 FAS
80,200'	6/4 FAS
96,100'	8/4 FAS
1,900'	10/4 FAS
10,300'	12/4 FAS
4,000'	16/4 FAS
456,600'	4/4 No. 1 & 2 Com.
310,500'	5/4 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.
6,700'	12/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.

WHITE ASH

4,900'	3/4 to 7/8 FAS
145,100'	4/4 FAS
121,900'	5/4 FAS
219,100'	6/4 FAS
134,800'	8/4 FAS
92,200'	10/4 FAS
157,500'	12/4 FAS
155,200'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.

BASSWOOD

5,800'	3/4 to 7/8 FAS
153,900'	4/4 FAS
312,900'	5/4 FAS
123,200'	6/4 FAS
133,200'	8/4 FAS
97,400'	10/4 FAS
14,700'	12/4 FAS
7,000'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.
511,100'	4/4 No. 1 & 2 Com.
484,000'	5/4 No. 1 & 2 Com.
279,000'	6/4 No. 1 & 2 Com.
173,800'	8/4 No. 1 & 2 Com.
67,800'	10/4 No. 1 & 2 Com.
60,000'	12/4 No. 1 & 2 Com.
13,200'	16/4 No. 1 & 2 Com.

RED & WHITE BIRCH

4,800'	3/4 FAS
600,500'	4/4 FAS
306,900'	5/4 FAS
456,200'	6/4 FAS
317,000'	8/4 FAS
32,800'	10/4 FAS
82,700'	12/4 FAS
12,100'	16/4 FAS
558,000'	4/4 No. 1 & 2 Com.
83,600'	5/4 No. 1 & 2 Com.
61,900'	6/4 No. 1 & 2 Com.
71,800'	8/4 No. 1 & 2 Com.
33,700'	10/4 No. 1 & 2 Com.
18,000'	12/4 No. 1 & 2 Com.

CHERRY

8,600'	3/4 No. 2 C. & Btr.
555,900'	4/4 No. 2 C. & Btr.
32,000'	5/4 No. 2 C. & Btr.
125,000'	6/4 No. 2 C. & Btr.
85,600'	8/4 No. 2 C. & Btr.
11,700'	10/4 No. 2 C. & Btr.
44,000'	12/4 No. 2 C. & Btr.
28,600'	16/4 No. 2 C. & Btr.

CHESTNUT

17,800'	3/4 to 7/8 FAS
569,900'	4/4 FAS
179,300'	5/4 FAS
102,600'	6/4 FAS
114,900'	8/4 FAS
12,000'	10/4 FAS
10,000'	12/4 FAS
3,500'	16/4 FAS
59,900'	3/4 to 7/8 No. 1 & 2 Com.
475,800'	4/4 No. 1 & 2 Com.
294,000'	5/4 No. 1 & 2 Com.
225,900'	6/4 No. 1 & 2 Com.
577,600'	8/4 No. 1 & 2 Com.
12,000'	10/4 No. 1 & 2 Com.
14,600'	12/4 No. 1 & 2 Com.
3,200'	16/4 No. 1 & 2 Com.

CYPRESS

157,200'	4/4 FAS
152,500'	5/4 FAS
121,600'	6/4 FAS
136,500'	8/4 FAS
61,000'	10/4 FAS
91,700'	12/4 FAS
1,000'	14/4 FAS
34,000'	16/4 FAS
262,200'	4/4 Sel., Shop & C.
192,200'	5/4 Sel., Shop & C.
112,400'	6/4 Sel., Shop & C.
387,700'	8/4 Sel., Shop & C.
139,900'	10/4 Sel., Shop & C.
243,000'	12/4 Sel., Shop & C.
112,700'	16/4 Sel., Shop & C.

SOFT ELM

312,300'	4/4 FAS
93,100'	5/4 FAS
226,300'	6/4 FAS
370,500'	8/4 FAS
169,800'	10/4 FAS
333,200'	12/4 FAS
41,600'	16/4 FAS
670,000'	4/4 No. 1 & 2 Com.
168,700'	5/4 No. 1 & 2 Com.
554,400'	6/4 No. 1 & 2 Com.
832,200'	8/4 No. 1 & 2 Com.
329,800'	10/4 No. 1 & 2 Com.
433,100'	12/4 No. 1 & 2 Com.
83,500'	16/4 No. 1 & 2 Com.

RED GUM

2,000'	3/4 FAS
299,400'	4/4 FAS
117,300'	5/4 FAS
118,000'	6/4 FAS
117,300'	8/4 FAS
1,500'	3/4 No. 1 & 2 Com.
186,000'	4/4 No. 1 & 2 Com.
97,600'	5/4 No. 1 & 2 Com.
69,700'	6/4 No. 1 & 2 Com.
66,300'	8/4 No. 1 & 2 Com.
19,500'	8/4 Qtd. FAS
15,000'	8/4 Qtd. No. 1 C.

SAP GUM

144,700'	4/4 FAS
33,000'	5/4 FAS
19,500'	6/4 FAS
36,700'	8/4 FAS
2,500'	3/4 No. 1 & 2 Com.
58,900'	4/4 No. 1 & 2 Com.
59,200'	5/4 No. 1 & 2 Com.
108,000'	6/4 No. 1 & 2 Com.
61,500'	8/4 No. 1 & 2 Com.
13,000'	8/4 Qtd. FAS
5,500'	8/4 Qtd. No. 1 C.

HARD MAPLE

4,500'	3/4 to 7/8 FAS
164,100'	4/4 FAS
269,700'	5/4 FAS
284,900'	6/4 FAS
561,000'	8/4 FAS
363,400'	10/4 FAS
365,900'	12/4 FAS
8,600'	14/4 FAS
191,800'	16/4 FAS
7,900'	3/4 to 7/8 No. 1 & 2 Com.
616,500'	4/4 No. 1 & 2 Com.
355,000'	5/4 No. 1 & 2 Com.
285,300'	6/4 No. 1 & 2 Com.
673,800'	8/4 No. 1 & 2 Com.
426,100'	10/4 No. 1 & 2 Com.
353,100'	12/4 No. 1 & 2 Com.
3,000'	14/4 No. 1 & 2 Com.
123,300'	16/4 No. 1 & 2 Com.

SOFT MAPLE

4,200'	3/4 to 7/8 FAS
142,800'	4/4 FAS
44,900'	5/4 FAS
45,600'	6/4 FAS
259,900'	8/4 FAS
64,800'	10/4 FAS
105,500'	12/4 FAS
51,800'	16/4 FAS
2,200'	3/4 to 7/8 No. 1 & 2 Com.
152,900'	4/4 No. 1 & 2 Com.
56,900'	5/4 No. 1 & 2 Com.
35,600'	6/4 No. 1 & 2 Com.
196,500'	8/4 No. 1 & 2 Com.
30,100'	10/4 No. 1 & 2 Com.
118,100'	12/4 No. 1 & 2 Com.
36,900'	16/4 No. 1 & 2 Com.

PLAIN RED OAK

296,900'	3/8 to 7/8 FAS
780,000'	4/4 FAS
303,500'	5/4 FAS
409,100'	6/4 FAS
475,500'	8/4 FAS
273,600'	10/4 FAS
248,600'	12/4 FAS
105,200'	16/4 FAS
74,400'	5/8 to 7/8 No. 1 & 2 Com.
931,900'	4/4 No. 1 & 2 Com.
351,200'	5/4 No. 1 & 2 Com.
239,300'	6/4 No. 1 & 2 Com.
455,800'	8/4 No. 1 & 2 Com.
238,500'	10/4 No. 1 & 2 Com.
200,600'	12/4 No. 1 & 2 Com.
60,400'	16/4 No. 1 & 2 Com.

QUARTERED RED OAK

9,700'	3/4 to 7/8 FAS
104,400'	4/4 FAS
29,800'	5/4 FAS
43,300'	6/4 FAS
7,700'	8/4 FAS
2,200'	10/4 FAS
1,500'	12/4 FAS
3,800'	16/4 FAS
11,100'	3/4 to 7/8 No. 1 & 2 Com.
174,700'	4/4 No. 1 & 2 Com.
45,700'	5/4 No. 1 & 2 Com.
41,300'	6/4 No. 1 & 2 Com.
24,200'	8/4 No. 1 & 2 Com.
4,000'	10/4 No. 1 & 2 Com.
3,600'	12/4 No. 1 & 2 Com.
1,000'	16/4 No. 1 & 2 Com.

PLAIN WHITE OAK

133,100'	3/8 to 7/8 FAS
533,100'	4/4 FAS
318,400'	5/4 FAS
208,800'	6/4 FAS
353,200'	8/4 FAS
355,600'	10/4 FAS
409,300'	12/4 FAS
4,500'	14/4 FAS
132,700'	16/4 FAS
55,200'	3/4 to 7/8 No. 1 & 2 Com.
612,200'	4/4 No. 1 & 2 Com.
227,600'	5/4 No. 1 & 2 Com.
197,400'	6/4 No. 1 & 2 Com.
666,600'	8/4 No. 1 & 2 Com.
516,400'	10/4 No. 1 & 2 Com.
585,400'	12/4 No. 1 & 2 Com.
176,700'	16/4 No. 1 & 2 Com.

QUARTERED WHITE OAK

98,500'	1/2 to 3/4 FAS
277,100'	4/4 FAS
73,500'	5/4 FAS
126,800'	6/4 FAS
83,800'	8/4 FAS
18,000'	10/4 FAS
26,800'	12/4 FAS
6,900'	16/4 FAS
190,700'	1/2 to 3/4 No. 1 & 2 Com.
273,500'	4/4 No. 1 & 2 Com.
135,300'	5/4 No. 1 & 2 Com.
112,500'	6/4 No. 1 & 2 Com.
95,500'	8/4 No. 1 & 2 Com.
3,900'	10/4 No. 1 & 2 Com.
14,100'	12/4 No. 1 & 2 Com.
2,800'	16/4 No. 1 & 2 Com.

POPLAR

112,800'	5/8 to 7/8 FAS
158,400'	4/4 FAS
66,500'	5/4 FAS
62,600'	6/4 FAS
166,100'	8/4 FAS
42,800'	10/4 FAS
59,400'	12/4 FAS
91,900'	16/4 FAS
48,000'	5/8 Saps & Sel.
373,500'	4/4 Saps & Sel.
79,000'	5/4 Saps & Sel.
66,600'	6/4 Saps & Sel.
72,100'	8/4 Saps & Sel.
27,000'	10/4 Saps & Sel.
122,600'	12/4 Saps & Sel.
17,500'	16/4 Saps & Sel.
101,100'	5/8 to 7/8 No. 1 & 2 Com.
779,800'	4/4 No. 1 & 2 Com.
272,700'	5/4 No. 1 & 2 Com.
322,400'	6/4 No. 1 & 2 Com.
647,300'	8/4 No. 1 & 2 Com.
105,900'	10/4 No. 1 & 2 Com.
137,000'	12/4 No. 1 & 2 Com.
23,800'	16/4 No. 1 & 2 Com.

WALNUT

10,700'	5/8 to 7/8 No. 2 Com. & Btr.
273,100'	4/4 No. 2 C. & Btr.
37,600'	5/4 No. 2 C. & Btr.
70,600'	6/4 No. 2 C. & Btr.
62,800'	8/4 No. 2 C. & Btr.
12,500'	10/4 No. 2 C. & Btr.
16,500'	12/4 No. 2 C. & Btr.
7,500'	16/4 No. 2 C. & Btr.

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

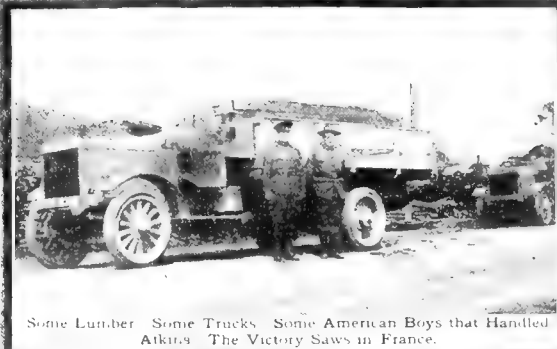
Address all Inquiries to

JOHN E. CHAMBERLIN
BUFFALO HARDWOOD LUMBER EXCHANGE
90 Johnson Pk., Buffalo, N. Y.

ATKINS SILVER STEEL SAWS



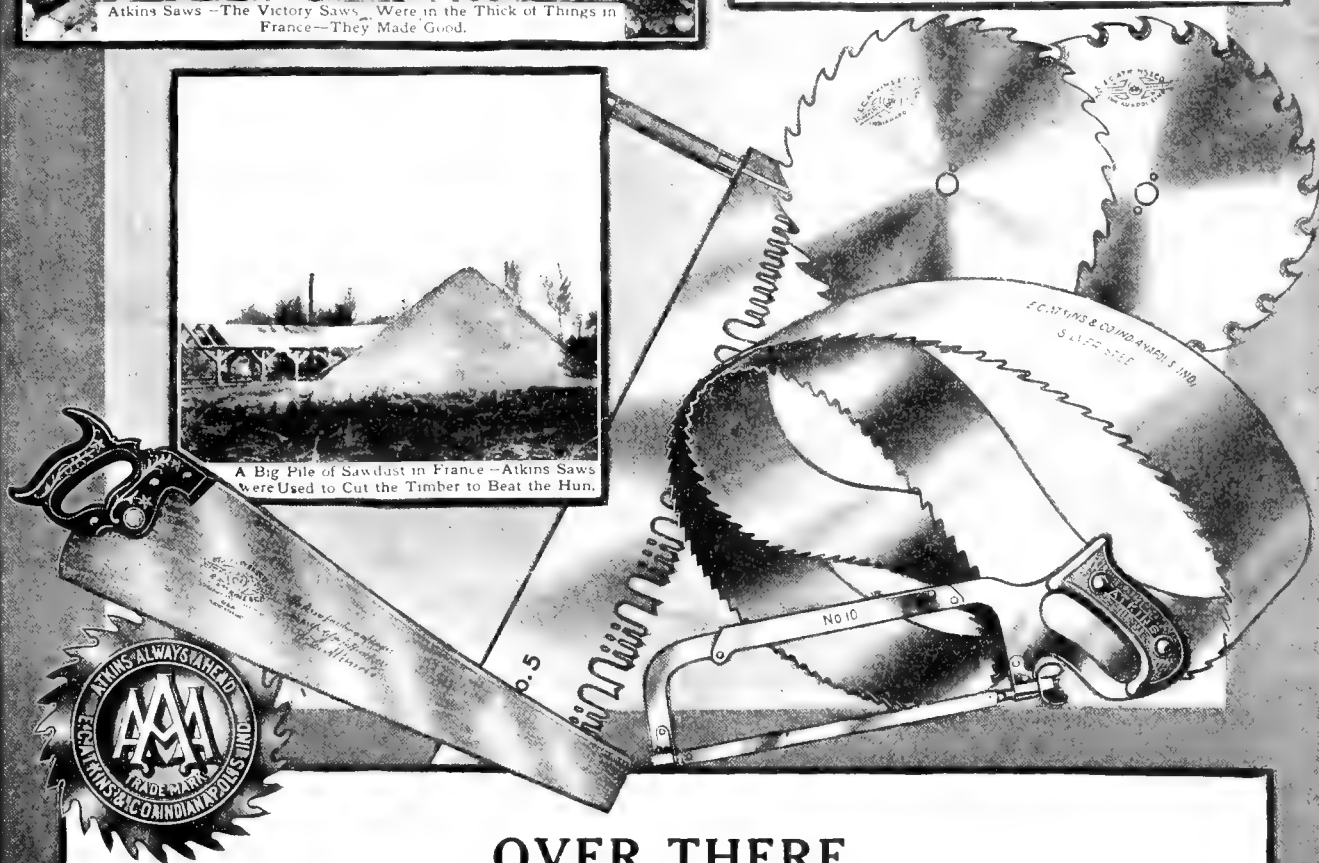
Atkins Saws --The Victory Saws-- Were in the Thick of Things in France--They Made Good.



Some Lumber. Some Trucks. Some American Boys that Handled Atkins' The Victory Saws in France.



A Big Pile of Sawdust in France --Atkins Saws were Used to Cut the Timber to Beat the Hun.



OVER THERE

These pictures represent scenes behind the lines in France, when the great war was on. Uncle Sam played true to form by equipping the American Saw Mills with,

ATKINS SILVER STEEL SAWS

These VICTORY SAWS helped to put the "Kibosh" on the Bosche. Our country has been served and again we say to you, *A Perfect Saw for Every Purpose.*

Let us prove to you that we live up to our slogan, ATKINS ALWAYS AHEAD.

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People"

Established 1857

Home Office and Factory, Indianapolis, Ind.

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Minneapolis	Portland, Ore.	Vancouver, B. C.
Chicago	New Orleans	San Francisco	Sydney, N. S. W.
Memphis	New York City	Seattle	Paris, France

Double Band Mill For Sale Including:

Carriages
Niggers
Loaders
Trimmer
Edgers
Resaws
Sprockets and Chain
Shafting and Pulleys
Engine—28½ x 62
Log Machinery
All the Machinery for a
Clothes Pin Mill
Filing Room Equipment

The **STEARNS**
SALT & LUMBER CO.
LUDINGTON, MICH.

COMMERCIAL KILN DRYING

Modern Kilns

We do a large amount of this work and are in a position to quote prices that will be satisfactory.

Wire or write us, or better still, send along your shipments of lumber for kiln drying and they will be taken care of.

WILLIAM HORNER
REED CITY, MICHIGAN

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS

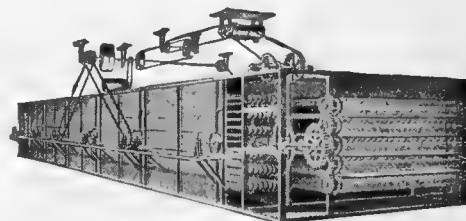
MAIN OFFICE: **PITTSBURGH, PA.**

Proctor DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

“USE OAK”

* Has Individual Display Ad on Page Designated.

(*See page)
Wood-Mosaic Company, Inc.
Fine Veneers and Hardwood Lumber
New Albany, Ind.
Manufacturer

(*See page 29)
Hoffman Brothers Company
Veneers and Hardwood Lumber
Ft. Wayne, Ind.
Manufacturer

(*See page 43)
The Mowbray & Robinson Company
Manufacturers of Hardwood Lumber and Flooring
Cincinnati, Ohio

(*See page —)
Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

(*See page 36)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 Years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Not one of them possesses much value as a source of lumber, and only the Southern live oak is abundant.

We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, MISSOURI
Memphis, Tenn. Manufacturer

B & C
Manufacturers Band Sawed Plain and Quartered. Oak and other Hardwood Lumber
Hillier-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

(*See page 15)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. MISSISSIPPI
Manufacturer, Charleston,

Bedna Young Lumber Company
Manufacturers Band Sawed Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: JACKSON, TENN.
Please let us have your inquiries

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS, MISSISSIPPI
Manufacturers, Belzoni,

C—
Special
1 car 6/4x20" Qld. Red Oak Seat Stock
1 car 6/4x18" Qld. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO., MISSOURI
St. Louis,

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, TEXAS
BEAUMONT,

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawed Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page —)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO. INDIANA
Manufacturer Seymour,

(*See page 52)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 41)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 52)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 12)
J. H. Bonner & Sons
Manufacturers Band Sawed Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawed, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 10)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawed Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY, LOUISIANA
Alexandria,

(*See page 11)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., TENNESSEE
Manufacturer, Nashville,

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY, LOUISIANA
Washington, Manufacturer

(*See page 15)
Tallahatchie Lumber Company
Manufacturers of Band Sawed Hardwoods
Phillip, Mississippi

(*See page 45)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawed Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 16)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY, ARKANSAS
Manufacturer, Blissville,

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-10)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars
CLAY LUMBER COMPANY, W. VA.
Manufacturer, Middle Fork,

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawed, Equalized, Forked Leaf White Oak Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO. SHREVEPORT, LA.
Manufacturer

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO., TENNESSEE
Manufacturer, Nashville,

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

(*See page 15)
Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page 15)
150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARR-HOLADAY LUMBER CO., OHIO
Manufacturer, Greenfield,

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., W. VA.
Manufacturer, St. Albans,

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarkeburg, W. Va.
Band Mills—Curtin, Coal Siding and Hemlin Falls. W. VA.

Specialties
Quarter-sawed White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,785,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,500,000,000.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

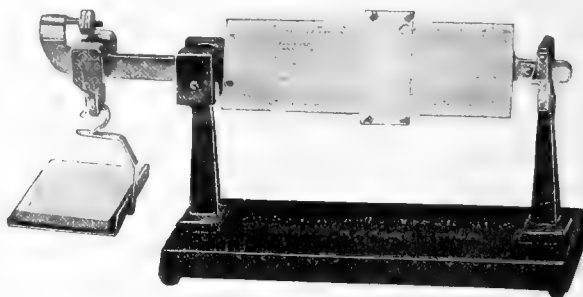
22nd and Throop Sts., CHICAGO, ILL.

Is Your Lumber Dry?

% Moisture Content : $\frac{\text{Loss of Weight} \times 100}{\text{Absolute Dry Weight}}$

This formula can be used with weights obtained on ordinary scale but involves complicated figuring with long division and the use of decimals with resulting loss of time and chance for error.

The Grand Rapids Lumber Tester

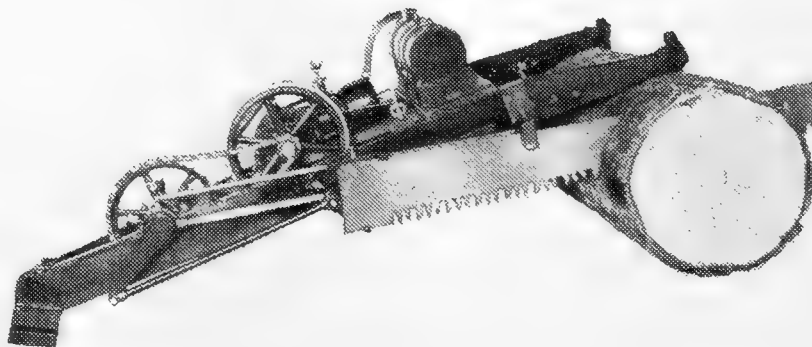


is self computing and eliminates waste of time and chance of error.

GRAND RAPIDS VAPOR KILN

Made by
GRAND RAPIDS VENEER WORKS
GRAND RAPIDS, MICH. SEATTLE, WASH.

This is the original machine. Pat. Dec. 21, 1915. They have been in use over four years and are past the experimental stage. The only proven practical machine of its kind on the market.



These machines are designed for CUTTING WOOD of any kind in any place under any conditions to be found in the lumber and wood camps, in any kind of weather. These machines have been in use for over four years.

Vaughan PORTABLE GASOLINE Drag Saw

Can Be Used with Profit in Cutting Any Kind of Round Wood

Price \$175.00 f. o. b. Memphis, Extra Blades \$2.05 per foot, f. o. b. Memphis

With more than nine thousand machines in actual use and a demand which taxes the capacity of the works, we advise that you send in your orders promptly. Fuel will be scarce. These saws are excellent for getting out wood. Farmers, mill men, stave and spoke and handle manufacturers are finding them absolutely essential.

CHICKASAW COOPERAGE CO.

E. C. ATKINS & COMPANY
General Distributing Agents
Memphis, Tenn.
Atlanta, Ga. New Orleans, La.

GENERAL SELLING AGENTS
MEMPHIS, TENN.

J. C. PENNOYER CO.
Selling Agents, 226 La Salle Street, Chicago
Exchange Bldg, Memphis, Tenn.
Gassaway, W. Va.



MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Handles and Handlewoods

The relative importance of different woods in the handle industry can be best shown by a list of such woods and the annual demand for each for handles. The figures in the following table represent the number of feet made into handles yearly:

Wood	Feet per Year
HICKORY	120,294,466
ASH	64,156,872
MAPLE	41,238,446
BEECH	16,691,207
OAK	12,458,472
BIRCH	9,908,250
RED GUM	6,654,300
ELM	3,060,307
BASSWOOD	2,285,885
CHERRY	617,500
HEMLOCK	500,000
HORNBEAM	415,500
RED ALDER	361,700
DOUGLAS FIR	247,200
YELLOW POPLAR	211,500
COCOBOLO	210,000
DOGWOOD	190,230
APPLEWOOD	156,400
SYCAMORE	156,000
CYPRESS	122,000
YELLOW PINE	67,000
MAHOGANY	29,000
BLACK WALNUT	29,000
COTTONWOOD	27,000
WILLOW	19,000

A number of other woods make small contributions to the handle business, but 99 per cent of the material is included in the foregoing table. More than half of all is furnished by hickory and ash.

MEMPHIS



COTTONWOOD

36,000' 12 1/4" 1s & 2s
28,000' 16 1/4" 1s & 2s

ASH

40,000' 8 1/4" 1s & 2s
68,000' 8 1/4" No. 1 Com.

CYPRESS

75,000' 4 1/4" Select
82,000' 4 1/4" No. 1 Shop
325,000' 4 1/4" No. 2 Com.
114,000' 8 1/4" Select
255,000' 8 1/4" No. 1 Shop
285,000' 8 1/4" No. 1 Com.
112,000' 8 1/4" No. 2 Com.

JAMES E. STARK & CO., Inc.

CYPRESS

150M ft. 4/4 Nos. 1 & 2
Com.
100M ft. 4/4 No. 1 Shop
100M ft. 4/4 Select
30M ft. 4/4 FAS
75M ft. 8/4 Shop

75M ft. 8/4 Select
25M ft. 8/4 FAS
150M ft. 8/4 Nos. 1 & 2
Com.
20M ft. 12 1/4" Shop &
Better

THANE LUMBER CO.

ASH Stock List, March 1, 1919

3,000' 4 1/4" FAS 100' 4 1/4" 6" to 9", 8/10" 5,000' 4 1/4" 6" to 9", 14/16" 6,500' 4 1/4" 10" & up, 8/10" 4,200' 4 1/4" 10" & up, 14/16" 7,000' 4 1/4" 10" & up, 8/12" 2,000' 1 1/2" 12" & up, 8/12" 1,600' 4 1/4" 12" & up, 11 1/2" 15,300' 5 1/4" 6" to 9", 8/10" 400' 5 1/4" 6" to 9", 12" 1,000' 5 1/4" 6" to 9", 14/16" 1,000' 5 1/4" 6" to 9", 8/16" Select 400' 5 1/4" 10" & up, 8/12" 800' 5 1/4" 10" & up, 14/16" 300' 5 1/4" 12" & up, 8/16" 800' 5 1/4" 12" & up, 14/16" 300' 6 1/4" 6" to 9", 8/10" 800' 6 1/4" 6" to 9", 12" 1,500' 6 1/4" 6" to 9", 14/16" 7,500' 6 1/4" 10" & up, 8/12"	8,500' 6 1/4" 10" & up, 14/16" 500' 6 1/4" 12" & up, 8/12" 300' 6 1/4" 12" & up, 14/16" 200' 8 1/4" 6" to 9", 8/10" 400' 8 1/4" 6" to 9", 12" 30,800' 8 1/4" 6" to 9", 14/16" 8,000' 8 1/4" 6" to 9", 8/16" Select 83,000' 8 1/4" 10" & up, 8/12" 42,500' 8 1/4" 10" & up, 14/16" 2,000' 8 1/4" 10" & up, 8/16" Select 3,200' 8 1/4" 12" & up, 8/12" 3,500' 8 1/4" 12" & up, 14/16" 800' 10 1/4" 6" to 9", 8/12" 800' 10 1/4" 6" to 9", 14/16" 5,000' 10 1/4" 8" & up, 8/12" 5,000' 10 1/4" 8" & up, 14/16" 2,800' 10 1/4" 10" & up, 8/12" 1,500' 10 1/4" 10" & up, 14/16" 48,000' 12 1/4" 6" & up, 8/12" 73,500' 12 1/4" 8" & up, 14/16" 4,500' 12 1/4" 6" & up, 8/16" Select
--	--

DUDLEY LUMBER CO., Inc.

This lumber has been manufactured on our own band mills. It is thoroughly dry, runs good average widths and contains 60 per cent 14' and 16' lengths. Write or wire for prices.

SAP GUM 200,000' 5/8" No. 1 Com. & Btr. 45,000' 4 1/4" Box Bds. 13 to 17" 60,000' 4 1/4" Box Bds. 9 to 12" 90,000' 4 1/4" 1&2, 13 to 17" 150,000' 4 1/4" 1&2, 6 to 12" 150,000' 4 1/4" No. 1 Com. 250,000' 4 1/4" No. 2 Com. 250,000' 5/4" Nos. 1 & 2 Com. QUARTERED SAP GUM 200,000' 8 1/4" No. 1 Com. & Btr. PLAIN RED GUM 100,000' 5/8" No. 1 Com. 75,000' 4 1/4" 1&2 30,000' 5/4" No. 1 Com. 15,000' 8 1/4" No. 1 Com. & Btr. QUARTERED RED GUM 150,000' 4 1/4" No. 1 Com. & Btr. 30,000' 5/4" No. 1 Com. & Btr. 15,000' 6 1/4" No. 1 Com. & Btr.	75,000' 8 1/4" No. 1 Com. & Btr. SOFT MAPLE 40,000' 8 1/4" Log Run 30,000' 10 1/4" No. 1 Com. & Btr. PLAIN RED OAK 15,000' 4 1/4" 1&2 50,000' 5/4" 1&2 50,000' 5/4" No. 1 Com. 30,000' 6 1/4" No. 1 Com. 30,000' 4 1/4" No. 2 Com. 45,000' 6 1/4" No. 1 Com. 45,000' 10 1/4" No. 1 Com. & Btr. PLAIN WHITE OAK 75,000' 4 1/4" No. 1 Com. & Btr. 30,000' 6 1/4" No. 1 Com. & Btr. 15,000' 8 1/4" No. 1 Com. & Btr. SOFT ELM 75,000' 6 1/4" Log Run 45,000' 12 1/4" Log Run 50,000' 10 1/4" Com. & Btr.
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FRITCHARD-WHEELER LUMBER CO.
Band Mills: Madison, Ark., Wisner, La.

ASH 20,000' No. 3 Com., 4/4" 10,000' No. 3 Com., 5/1" 48,000' No. 3 Com., 6/4" COTTONWOOD 15,000' 1x12 Box Bds. 50,000' 1x13 17 Box Bds. ELM 100,000' Log Run 6/1" 10,000' No. 2 Com., 8/1" 75,000' Log Run, 12 1/4" 200,000' Log Run, 16 1/4" QUARTERED RED GUM 100,000' No. 1 Com., 4/4" PLAIN RED GUM 40,000' FAS, 4/4" 130,000' No. 1 Com., 4/4" SAP GUM 50,000' FAS, 1" 39,000' FAS, 1x13 & up 75,000' No. 1 Com., 1" 250,000' No. 2 Com., 1" 100,000' No. 3 Com., 1"	75,000' 1x8-12 Box Bds. 100,000' 1x13-17 Box Bds. QUARTERED WHITE OAK 12,000' FAS, 1" 50,000' No. 1 Com., 1" QUARTERED RED OAK 13,000' FAS, 1" 15,000' No. 1 Com., 1" PLAIN WHITE OAK 5,000' FAS, 1" 40,000' No. 1 Com., 1" 14,000' No. 1 Com., 6/4" 4,000' No. 2 Com., 5/8" 40,000' No. 3 Com., 1" PLAIN RED OAK 40,000' FAS, 1" 15,000' FAS, 5/4" 7,000' FAS, 6/4" 10,000' FAS, 12 1/4" 150,000' No. 1 Com., 1" 80,000' No. 1 Com., 6/4" 50,000' No. 1 Com., 12/4"
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Stimson Veneer & Lbr. Co.

ASH 30,000' 4 1/4" Mill Run, 4 mos. dry COTTONWOOD 50,000' 4 1/4" W. Box, 9 to 12", 4 mos. dry ELM 13,000' 6 1/4" Log Run, 5 mos. dry 30,000' 12 1/4" Log Run, 5 mos. dry RED GUM 50,000' 4 1/4" FAS, 6 mos. dry 100,000' 4 1/4" No. 1 Com., 6 mos. dry SAP GUM 100,000' 4 1/4" FAS, 6 mos. dry 150,000' 4 1/4" No. 1 Com., 6 mos. dry 100,000' 4 1/4" No. 2 Com., 6 mos. dry 50,000' 4 1/4" No. 3 Com., 6 mos. dry	75,000' 4 1/4" Box, 13-17", 6 mos. dry 75,000' 4 1/4" Box, 9-12", 6 mos. dry OAK (80% Red) 30,000' 4 1/4" No. 1 Com., 6 mos. dry 30,000' 4 1/4" No. 2 Com., 6 mos. dry 40,000' 4 1/4" No. 3 Com., 6 mos. dry 15,000' 5 1/4" Com. & Btr., 6 mos. dry 100,000' 10 1/4" Com. & Btr., 6 mos. dry 40,000' 12 1/4" Com. & Btr., 6 mos. dry WHITE OAK 12,000' 8 1/4" Com. & Btr., 6 mos. dry MAPLE 25,000' 12 1/2" Log Run, 6 mos. dry
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Average widths and lengths.

BROWN LAND & LUMBER CO.

SAP GUM 100,000' FAS, 4/4" 50,000' FAS, 5/4" 70,000' FAS, 6/4" PLAIN RED GUM 150,000' FAS, 4/4" 10,000' FAS, 5/4" 10,000' FAS, 6/4" 200,000' No. 1 Com., 4/4" 65,000' No. 1 Com., 5/4" 20,000' No. 1 Com., 6/4" QUARTERED RED GUM 60,000' No. 1 Com. & Btr., 4/4" 80,000' No. 1 Com. & Btr., 5/4" 60,000' No. 1 Com. & Btr., 6/4" 25,000' FAS, 8/4" 90,000' No. 1 Com., 8/4"	SAP, NO DEFECT 100,000' No. 1 Com. & Btr., 8/4" COTTONWOOD 110,000' No. 1 & Panel, 4/4-18" up. CYPRESS 40,000' FAS, 3/4" 20,000' Selects, 4/4" 40,000' Selects, 5/4" 40,000' Selects, 6/4" 75,000' Selects, 8/4" 30,000' Shop & Btr., 10/4" 70,000' Shop & Btr., 12/4" 60,000' No. 1 Shop, 4/4" 70,000' No. 1 Shop, 5/4" 50,000' No. 1 Shop, 6/4" 25,000' No. 1 Shop, 8/4" 200,000' Pecky, 4/4" 20,000' Pecky, 5/4" 20,000' Pecky, 6/4" 23,000' Pecky, 8/4"
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ANDERSON-TULLY CO.

Dry

SAP GUM 150,000' 1s & 2s 5/4" 200,000' No. 1 Com. 5/4" 150,000' No. 1 Com. & B. 8/4" RED GUM 100,000' 1s & 2s 5/4" 100,000' No. 1 Com. 5/4" 50,000' 1s & 2s 8/4" 50,000' No. 1 Com. 8/4" WILLOW 100,000' 1s & 2s 4/4" 50,000' No. 1 Com. 5/4" ASH 100,000' No. 1 Com. 4/4" 15,000' 1s & 2s, 2x12" & up 30,000' 1s & 2s, 3x12" & up 30,000' 1s & 2s, 2 1/2"	35,000' No. 2 Com. 5/4" PLAIN RED OAK 50,000' No. 1 Com. 5/4" PLAIN OAK 40,000' No. 1 C. & B. 16/4", green COTTONWOOD 200,000' No. 1 Com. 5/4" 100,000' 1s & 2s 5/4" 100,000' No. 1 Com. 6/4" 30,000' Box Bds. 13 1/2" to 12" CYPRESS 40,000' 1s & 2s 3" 100,000' No. 1 Shop 5/4" 50,000' No. 1 Shop 4/4" 30,000' Select 5/4" 50,000' Select 4 1/4"
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E. SONDEHEIMER CO.

MEMPHIS



75,000' Com. & Bet. 4/4"	55,000' Com. & Bet. 5/4"
200,000' No. 2 Com. 4/4"	QUARTERED RED GUM
150,000' Com. & Bet. 8/1"	11,000' No. 1 Com. 4/4"
30,000' No. 1 Com. 12/4"	15,000' Com. & Bet. 8/4"
ELM	MAPLE (Soft)
100,000' No. 2 & 3. 4/4"	35,000' No. 2 & Bet. 12/1"
20,000' Log Run. 6/4"	PLAIN RED OAK
50,000' Log Run. 12/4"	15,000' Com. & Bet. 4/4"
CYPRESS	70,000' No. 2 Com. 4/4"
70,000' Log Run. 4/4"	70,000' Com. & Bet. 5/4"
21,000' Log Run. 6/3"	200,000' Com. & Bet. 8/4"
17,000' Log Run. 8/4"	10,000' Com. & Bet. 10/4"
SAP GUM	SOUND WORMY
25,000' FAS. 4/4"	18,000' Com. & Bet. 4/4"
BOX BOARDS	PLAIN WHITE OAK
31,000' 8-12" 4/4"	40,000' Com. & Bet. 4/4"
38,000' 13-18" 4/4"	45,000' No. 2 Com. 4/4"
SAP GUM	22,000' No. 1 Com. 5/4"
300,000' Com. & Bet. 5/4"	125,000' Com. & Bet. 6/4"
90,000' No. 2 & 3 Com. 5/4"	23,000' Com. & Bet. 8/4"
43,000' Com. & Bet. 6/4"	15,000' Com. & Bet. 12/4"
PLAIN RED GUM	BRIDGE PLANKING
300,000' Com. & Bet. 4/4"	10,000' Plain White Oak, 12/4"

PENROD-JURDEN COMPANY

PLAIN RED OAK	25,000' 10/4" Log Run
200,000' 5/4" Com. & Btr.	50,000' 12/4" Log Run
230,000' 8/4" Com. & Btr.	PLAIN RED GUM
80,000' 8/4" Com. & Btr.	150,000' 8/4" Com. & Btr.
20,000' 10/4" Com. & Btr.	250,000' 5/4" Com. & Btr.
100,000' 12/4" Com. & Btr.	300,000' 6/4" Com. & Btr.
PLAIN WHITE OAK	QUARTERED SAP GUM
75,000' 8/4" Common	200,000' 6/4" Com. & Btr.
125,000' 8/4" Common	200,000' 8/4" Com. & Btr.
15,000' 12/4" Common	100,000' 10/4" Com. & Btr.
QUARTERED WHITE OAK	100,000' 12/4" Com. & Btr.
50,000' 4/4" FAS	QUARTERED RED GUM
20,000' 6/4" FAS	200,000' 6/4" Com. & Btr.
50,000' 4/4" Common	150,000' 8/4" Com. & Btr.
50,000' 6/4" Common	PLAIN SAP GUM
ASH	150,000' 5/4" Com. & Btr.
50,000' 12/4" Com. & Btr.	300,000' 6/4" Com. & Btr.
200,000' 5/4" Common	150,000' 4/4" Common
ELM	200,000' 8/4" Com. & Btr.
200,000' 8/4" Log Run	600,000' 4/4" No. 2 Com.

GAYOSO LUMBER CO.

BLAINE, MISS. BANDMILLS MEMPHIS, TENN.

RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum
2 cars 6/4" Com. & Bet. Plain Red Gum
4 cars 8/4" Com. & Bet. Qtd. Red Gum
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

Tustin Hardwood Lumber Co.

Formerly

THE JOHNSON-TUSTIN LUMBER CO.

Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

RED GUM

100,000' FAS. 4/4"
50,000' FAS. 5/4"
50,000' FAS. 6/4"
200,000' No. 1 Com. 4/4"
20,000' No. 1 Com. 5/4"
10,000' No. 1 Com. 6/4"

SAP GUM

100,000' FAS. 4/4"
50,000' B. B., 4/4", 13/17"
CYPRESS
15,000' Sels. 4/4"
30,000' Shop. 4/4"

All Above Stock Is of Regular Widths and Lengths

QUARTERED WHITE OAK

200,000' No. 1 Com. 1/4"
100,000' No. 2 Com. 1/4"
14,000' No. 2 Com. 3/4"

PLAIN RED OAK

50,000' FAS. 3/8"
100,000' FAS. 1/2"
100,000' No. 1 Com. 4/4"

OAK

100,000' Sound Wormy, 4/4"

ELM

100,000' No. 2 Com. & Btr. 12 4"

RUSSE & BURGESS, Inc.

QUARTERED RED GUM

5,000' 4/4" FAS
90,000' 4/4" No. 1 Com.
95,000' 5/4" FAS
115,000' 5/4" No. 2 Com.
40,500' 6/4" FAS
83,000' 6/4" No. 1 Com.
22,500' 8/4" FAS
35,500' 8/4" No. 1 Com.
20,000' 10/4" FAS
8,900' 10/4" No. 1 Com.
9,000' 12/4" FAS

PLAIN RED GUM

65,500' 4/4" FAS
73,000' 4/4" No. 1 Com.
55,325' 5/4" FAS
115,000' 5/4" No. 1 Com.

QUARTERED RED GUM

30,000' 6/4" FAS
65,000' 6/4" No. 1 Com.
19,174' 8/4" No. 1 Com.

QUARTERED RED GUM

(Sap No Defect)

38,500' 5/4" FAS
5,000' 5/4" No. 1 Com.
35,500' 8/4" No. 1 Com.
25,000' 10/4" FAS

PLAIN SAP GUM

50,000' 4/4" FAS. 6-12"
84,000' 4/4" FAS. 13-17"
100,000' 4/4" No. 2 Com.
150,000' 6/4" No. 1 Com.
200,000' 6/4" No. 2 Com.

BELLGRADE LUMBER CO.

SAP GUM

50,000' 4/4" FAS
150,000' 5/4" FAS
50,000' 4/4" Box Bds. 13-17"
150,000' 4/4" No. 1 Com.
200,000' 5/4" No. 1 Com.
30,000' 6/4" No. 1 Com.
5,000' 8/4" No. 1 Com.
50,000' 4/4" No. 2 Com.
100,000' 5/4" No. 2 Com.
15,000' 6/4" No. 2 Com.
20,000' 8/4" No. 2 Com.
45,000' 6/4" & 8/4" Dog Bds.

RED GUM

15,000' 4/4" FAS
75,000' 5/4" FAS
50,000' 6/4" FAS
15,000' 4/4" No. 1 Com.
100,000' 5/4" No. 1 Com.
30,000' 6/4" No. 1 Com.

QUARTERED RED GUM

75,000' 5/4" Com. & Btr.

RED OAK

30,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.

PLAIN WHITE OAK

12,000' 4/4" FAS
60,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.

QUARTERED WHITE OAK

7,900' 4/4" Log Run

ELM

24,000' 4/4" Log Run
30,000' 8/4" Log Run

CYPRESS

30,000' 4/4" Log Run
30,000' 4/4" Log Run

BLACK GUM

11,000' 4/4" Log Run

Above Stock is of Regular Widths and Lengths and all Air Dried

KELLOGG LUMBER COMPANY

BANK OF COMMERCE BUILDING

ASH

12,000' 5/4" Nos. 1 & 2 Com.
13,000' 6/4" No. 1 Com.
10,000' 5/4" No. 2 Com.

SAP GUM

23,000' 1x13-17" Box Boards
18,000' 1x8-12" Box Boards

RED GUM

5,000' 2" FAS
30,000' 1" No. 1 Com.
5,000' 2" No. 1 Com.
4,000' 1 1/2" Dog Boards
12,000' 2" Dog Boards

QUARTERED RED GUM

27,000' 2" FAS
14,000' 2" No. 1 Com.

POPLAR

(Sap No Defect)

15,000' 4" FAS
65,000' 1" Nos. 1 & 2 Com.
3,000' 1 1/2" No. 1 Com.
30,000' 2" No. 2 Com.
10,000' 1 1/2" No. 2 Com.

PLAIN OAK

140,000' 1" No. 2 Com. & Btr.
62,000' 1 1/2" No. 2 Com. & Btr.
85,000' 1 1/2" No. 2 Com. & Btr.
70,000' 2" No. 2 Com. & Btr.
85,000' 2 1/2" No. 2 Com. & Btr.
58,000' 3" No. 2 Com. & Btr.
25,000' 4" No. 2 Com. & Btr.

MISCELLANEOUS STOCK

11,000' 1" Tenn. Red Cedar
34,000' 2 1/2" Log Run Maple
31,000' 3" Log Run Elm
4,500' 1 1/2" Log Run Qtd. Black Gum.

Goodlander-Robertson Lumber Co.

MEMPHIS



COTTONWOOD
100,000' FAS, 12", Reg. Width & Length
100,000' FAS, 16 1/2", Reg. Width & Length
100,000' No. 1 & 2 Com., 1 1/2", Reg. Width & Length
RED GUM
100,000' FAS, 4 1/4", Reg. Width & Length
15,000' FAS, 4 1/4", Reg. Width & Length
20,000' FAS, 6 1/4", Reg. Width & Length
50,000' No. 1 Com., 1 1/2", Reg. Width & Length
37,000' No. 2 Com., 1 1/2", Reg. Width & Length
SAP GUM
12,000' B. B., 4 1/4", 8-12", Reg. Length

100,000' B. B., 4 1/4", 13-17", Reg. Length
50,000' No. 1 Com., 4 1/4", Reg. Width & Length
15,000' No. 2 Com., 4 1/4", Reg. Width & Length
SOFT ELM
75,000' Log Run, 4 1/4", Reg. Width & Length
75,000' Log Run, 6 1/4", Reg. Width & Length
12,000' Log Run, 8 1/4", Reg. Width & Length
15,000' Log Run, 12 1/4", Reg. Width & Length
SYCAMORE
5,000' Log Run, 4 1/4", Reg. Width & Length
2,000' Log Run, 5 1/4", Reg. Width & Length
10,000' Log Run, 10 1/4", Reg. Width & Length

SAP GUM
25,000' 4 1/4" Panel, 18" & up
100,000' 4 1/4" Box Boards, 13 to 17"
200,000' 4 1/4" Box Boards, 7 to 12"
100,000' 4 1/4" FAS, 13 to 17"
150,000' 4 1/4" FAS, 6 to 12"
200,000' 4 1/4" No. 1 Com.
25,000' 5 1/4" No. 1 Com.
150,000' 6 1/4" No. 1 Com.
25,000' 8 1/4" No. 1 Com.
SELECTED RED GUM
250,000' 4 1/4" FAS
300,000' 4 1/4" No. 1 Com.
25,000' 5 1/4" FAS
50,000' 5 1/4" No. 1 Com.
50,000' 6 1/4" FAS
150,000' 6 1/4" No. 1 Com.
40,000' 8 1/4" No. 1 Com.
QUARTERED RED GUM
100,000' 4 1/4" FAS
150,000' 4 1/4" No. 1 Com.

15,000' 5 1/4" FAS
40,000' 5 1/4" No. 1 Com.
15,000' 6 1/4" FAS
20,000' 6 1/4" No. 1 Com.
50,000' 8 1/4" Com. & Btr.
50,000' 10 1/4" Com. & Btr.
30,000' 12 1/4" Com. & Btr.
SOFT ELM
150,000' 4 1/4" Log Run
20,000' 5 1/4" Log Run
200,000' 8 1/4" Log Run
75,000' 10 1/4" Log Run
60,000' 12 1/4" Log Run
SOFT MAPLE
20,000' 4 1/4" Log Run
35,000' 6 1/4" Log Run
50,000' 8 1/4" Log Run
25,000' 10 1/4" Log Run
PECAN
35,000' 8 1/4" Log Run

GEO. C. EHEMANN & CO.

In addition to Regular Stock of Ash Lumber we have the following Bone Dry Stock upon which we will quote especially attractive prices on request:

ASH
1 Car 8 1/4" FAS & Select Ash, medium texture
1 Car 8 1/4" FAS, regular width and lengths
2 Cars 8 1/4" & 11", FAS & Selects
1 Car 8 1/4" & 11", up, FAS & Selects
all 8" to 10"
1 Car 10 1/4" FAS and Select Ash, medium texture
1 Car 12 1/4" FAS and Select Ash, medium texture
1 Car 8 1/4" to 12", 1 Face Clear Ash Strips
1 Car 8 1/4" & up, 1 face Clear Ash, 1" to 7"
1 Car 12 1/4" & up, 1 face Clear Ash, 1" to 7"
2 Cars 8 1/4" No. 1 Com. Ash, regular lengths and widths
1 Car 10 1/4" No. 1 Com. Ash, regular lengths and widths
1 Car 6 1/4" No. 2 Com. Ash, regular lengths and widths
1 Car 8 1/4" No. 2 Com. Ash, regular lengths and widths
1 Car 8 1/4" Sound Wormy

Thompson-Katz Lumber Co.

QTD WHITE OAK
15M' 4 1/4" FAS
20M' 4 1/4" No. 1 Com.
12M' 4 1/4" No. 2 Com.
SM' 8 1/4" FAS
SM' 8 1/4" No. 1 Com.
PLAIN WHITE OAK
15M' 4 1/4" FAS
40M' 4 1/4" No. 1 Com.
18M' 4 1/4" No. 2 Com.
30M' 4 1/4" S. Wormy
50M' 4 1/4" No. 3 Com.
25M' 5 1/4" No. 1 Com.
6M' 5 1/4" No. 2 Com.
6M' 6 1/4" No. 1 Com.
25M' 6 1/4" No. 2 Com.
30M' 6 1/4" No. 3 Com.
20M' 6 1/4" S. Wormy
30M' 8 1/4" FAS
20M' 8 1/4" No. 1 Com.
PLAIN RED OAK
42M' 4 1/4" FAS
80M' 4 1/4" No. 1 Com.
10M' 4 1/4" No. 2 Com.
60M' 4 1/4" No. 3 Com.
8M' 6 1/4" FAS
8M' 6 1/4" No. 1 Com.
10M' 6 1/4" No. 2 Com.
12M' 6 1/4" No. 3 Com.
SAP GUM
15M' 4 1/4" Wide Box Boards
90M' 4 1/4" FAS
70M' 1 1/4" No. 1 & 2
70M' 5 1/4" FAS
320M' 5 1/4" No. 1 & 2
60M' 6 1/4" FAS
320M' 6 1/4" No. 1 & 2
Common
QTD SAP GUM
20M' 8 1/4" FAS
50M' 8 1/4" No. 1 Com.
RED GUM
50M' 4 1/4" FAS
30M' 1 1/4" No. 1 Com.
15M' 6 1/4" FAS
50M' 6 1/4" No. 1 Com.
QTD RED GUM
10M' 8 1/4" FAS
60M' 8 1/4" No. 1 Com.
MISCELLANEOUS
15M' 4 1/4" Wide Cottonwood Box Boards
20M' 4 1/4" Narrow Cottonwood Box Boards
6M' 6 1/4" L. R. Soft Maple
6M' 4 1/4" L. R. Soft Maple
130M' 6 1/4" Com. & Btr.
60M' 6 1/4" No. 2 & 3
Com. Elm
50M' 8 1/4" L. R. Pecan

BROWN & HACKNEY, Inc.

ELM
100,000' L. R., 12 1/4"
PLAIN RED GUM
75,000' FAS, 4 1/4"
100,000' No. 1 Com., 4 1/4"
17,000' No. 1 Com. & Btr., 6 1/4"
QUARTERED RED GUM
50,000' FAS, 4 1/4"
100,000' No. 1 Com., 4 1/4"
15,000' No. 1 Com. & Btr., 6 1/4"
PLAIN GUM
25,000' FAS, 5/8"
PLAIN SAP GUM
75,000' No. 1 Com., 4 1/4"
30,000' No. 2 Com., 4 1/4"
60,000' B. B., 4 1/4", 9 to 12"
100,000' B. B., 4 1/4", 13 to 17"
30,000' FAS, 4 1/4", 13" & up
HICKORY
20,000' No. 2 Com. & Btr., 12 1/4"
PLAIN RED OAK
17,000' FAS, 1 1/4", 8 to 10"
15,000' FAS, 4 1/4"
PLAIN WHITE OAK
15,000' FAS, 4 1/4"
32,000' No. 1 Com., 4 1/4"
17,000' FAS, 10 1/4"
16,500' FAS, 12 1/4"
22,000' FAS, 16 1/4"
PLAIN RED OAK
100,000' No. 1 Com. & Btr., 10 1/4"
300,000' No. 1 Com. & Btr., 12 1/4"
Above Stock Is of Regular Widths and Lengths

Ferguson & Palmer Co.

GEO. C. BROWN & CO.

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

**OAK, HICKORY, ASH
CYPRESS, TUPELO, COTTONWOOD
GUM, SYCAMORE, ELM, MAPLE**

MEMPHIS BAND MILL CO. MANUFACTURERS

SAP GUM
5 cars 1" FAS
3 cars 5 1/4" FAS
5 cars 6 1/4" FAS
7 cars 4 1/4" Box Boards, 9 to 12
12 cars 4 1/4" 13 to 17" Box Boards
RED GUM
5 cars 13 1/2" FAS
2 cars 5 1/4" FAS
2 cars 6 1/4" FAS
5 cars 4 1/4" No. 1 Com.
1 car 5 1/4" No. 1 Com.
3 cars 6 1/4" No. 1 Com.
QUARTERED SAP GUM
4 cars 8 1/4" No. 1 Com. & Btr.
2 cars 10 1/4" No. 1 Com. & Btr.
2 cars 12 1/4" No. 1 Com. & Btr.

PLAIN RED OAK
5 cars 4 1/4" FAS
1 car 5 1/4" FAS
1 car 6 1/4" FAS
8 cars 4 1/4" No. 1 Com.
2 cars 5 1/4" No. 1 Com.
6 cars 4 1/4" No. 2 Com.
1 car 5 1/4" No. 2 Com.
PLAIN WHITE OAK
10 cars 4 1/4" No. 1 Com. & Btr.
3 cars 5 1/4" No. 1 Com. & Btr.
2 cars 6 1/4" No. 1 Com. & Btr.
3 cars 4 1/4" No. 2 Com.
1 car 6 1/4" No. 3 Com.
10 cars 6 1/4" No. 3 Com.
ELM
4 cars 5 1/4" Log Run
2 cars 6 1/4" Log Run
2 cars 8 1/4" Log Run
2 cars 10 1/4" Log Run
4 cars 12 1/4" Log Run

J. H. BONNER & SONS

ASH
50,000' 5 1/4" Log Run
16,000' 8 1/4" Log Run
BEECH
12,000' 6 1/4" Log Run
26,000' 10 1/4" Log Run
CYPRESS
25,000' 1 1/4" Shop & Bet.
10,000' 8 1/4" Shop & Bet.
12,500' 12 1/4" Sel. & Bet.
ELM
25,000' 5 1/4" Log Run
25,000' 12 1/4" Log Run
30,000' 6 1/4" Com. & Bet.
7,000' 16 1/4" Com. & Bet.
PLAIN RED GUM
60,000' 4 1/4" Com. & Bet.
52,000' 5 1/4" Com. & Bet.
27,000' 6 1/4" Com. & Bet.
QUARTERED RED GUM
12,500' 4 1/4" Com. & Bet.
30,000' 8 1/4" Com. & Bet.
QUARTERED SAP GUM
25,000' 8 1/4" Com. & Bet.
PLAIN SAP GUM
250,000' 4 1/4" Log Run
335,000' 5 1/4" Log Run
450,000' 6 1/4" Log Run
PLAIN WHITE OAK
25,000' 4 1/4" FAS
4,000' 8 1/4" FAS
50,000' 4 1/4" No. 1 Com.
10,000' 8 1/4" No. 1 Com.
PLAIN RED OAK
28,000' 5 1/4" FAS
11,000' 8 1/4" FAS
100,000' 4 1/4" No. 1 Com.
25,000' 6 1/4" No. 1 Com.
18,000' 8 1/4" No. 1 Com.
POPLAR
10,000' 4 1/4" Saps & Bet.
15,000' 8 1/4" Saps & Bet.
38,000' 4 1/4" No. 1 Com.
85,000' 8 1/4" No. 1 Com.
50,000' 4 1/4" No. 2 Com.

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ASH		6,000' 1" FAS, 12" & up	
12,000' 1 1/4" FAS, Regular		18,000' 12/4" FAS, 12" & up	
4,000' 6/4" FAS, Regular		25,000' 1 1/4" No. 1 Com.	
64,000' 8/4" FAS, Regular		18,000' 5/4" No. 1 Com.	
12,000' 12/4" FAS, Regular		152,000' 6/4" No. 1 Com.	
1,000' 14/4" FAS, Regular		102,000' 8/4" No. 1 Com.	
20,000' 16/4" FAS, Regular		3,000' 10/4" No. 1 Com.	
2,000' 20/4" FAS, Regular		4,000' 12/4" No. 1 Com.	
3,500' 4/4" FAS, 10" & up		17,000' 4/4" No. 2 Com.	
3,000' 6/4" FAS, 10" & up		4,000' 5/4" No. 2 Com.	
23,000' 8/4" FAS, 10" & up		3,000' 6/4" No. 2 Com.	
11,000' 12/4" FAS, 10" & up		19,000' 8/4" No. 2 Com.	
1,000' 6/4" FAS, 12" & up		2,000' 16/4" No. 2 Com.	

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- 4 cars 6/4 No. 2 C. & B. Soft Maple—12 Mo. dry.
- 5 cars 8/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
- 5 cars 12/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
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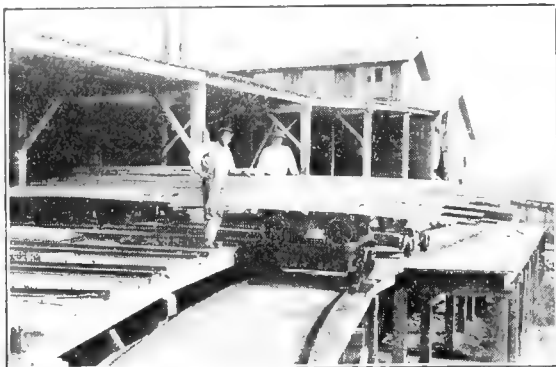
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MISSISSIPPI CAN

OAK • GUM • POPLAR • COTTONWOOD • ELM



While it is generally known that Mississippi is a big hardwood state, the importance of the Mississippi product is seldom definitely considered, as usually it passes through other gateways where mingling with woods from other regions it loses its individual identity.

Mississippi supplies more than 9 per cent of the wood used by factories in Illinois. This is a striking indication of the importance of the Mississippi product, as Illinois is the biggest wood consuming

state in the Union. The annual hardwood cut of Mississippi is as follows:

	Feet
Oak	154,822,000
Red gum	143,542,000
Cottonwood	43,283,000
Cypress	29,795,000
Yellow poplar	15,939,000



Hickory	8,433,000
Ash	8,066,000
Elm	4,646,000
Tupelo	1,877,000
Maple	847,000



Indicating the quality of Mississippi timber the southern red oak reaches its best development in that state and the same can be said of forked leaf white oak. Famous authorities pronounce

the yellow oak in the Yazoo Delta of Mississippi as unsurpassed by yellow oak from any part of



SUPPLY YOUR NEEDS

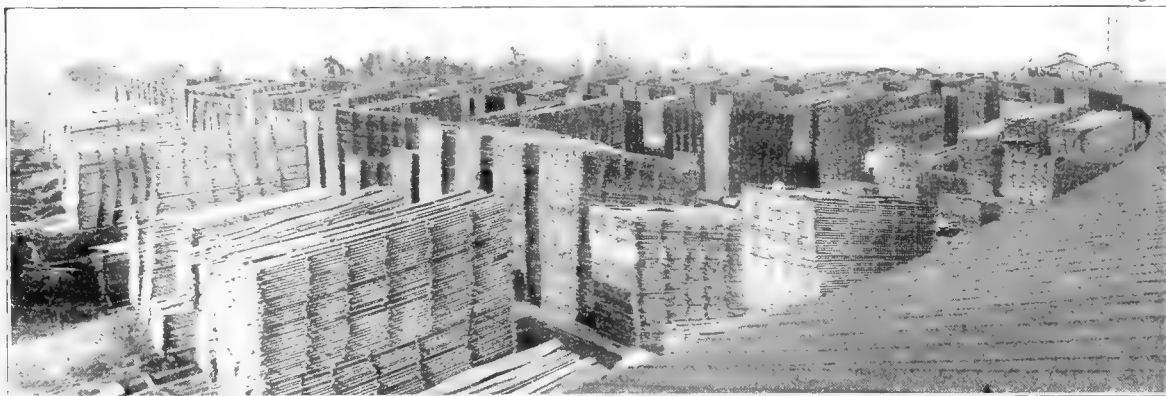
ASH • HICKORY • TUPELO • CYPRESS

this country. This comes under the general classification of red oaks and is grouped with turkey oak, Spanish oak, water oak and willow oak. Under white oaks the species in Mississippi comprise common white oak, overcup or forked leaf, cow oak and post oak.

The state has a big production of elm, includ-

Not only is Mississippi now among the foremost hardwood producing states and up with the best in the point of quality, but it has resources of standing hardwood of the various species listed which will keep it in the running and up among the leaders for a good many years to come.

All the figures and statement above are strictly



ing the leading species. There is also one species each of tupelo, cypress, gum and poplar. While several kinds of hickory and two varieties of ash occur, the most important specie of ash is the famous white ash. Of late years there has been a strong trend toward factory location at sources of hardwood supply.

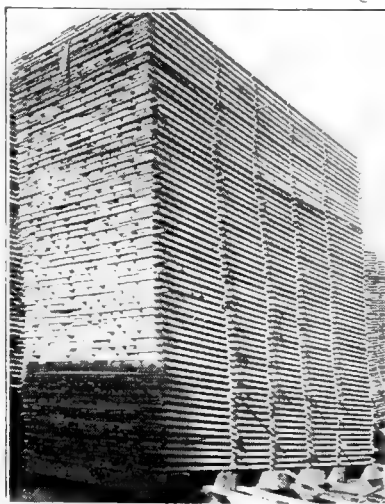
authoritative and based on official information and pronouncement. Through this publicity Mississippi hopes to gain your interest and your recognition of its ability to stand on its own resources of raw material and producing capacity, of modern equipment, of integrity of its operators and of its ability to make good on service.

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	17
Organizing a Building Campaign.....	17
The Problem of the Immigrant.....	18
The Policy of Purchasing Now.....	18
Vigilance Necessary.....	18

SPECIAL ARTICLES:

Important Announcements from Washington.....	19-20
Export Restrictions Removed.....	20
Lumber Market in South Europe.....	21
Expositions of American Lumber.....	21
The Uses of Birch Veneer.....	23
Investigations Lead to Knowledge.....	23-24
Perfecting Waterproof Glue.....	24
Douglas Fir Veneer for Trunks.....	24
English Walnut Veneer.....	24
Very Small Sawmilling.....	30i-30j
New Rules American Hardwood Manufacturers' Association.....	22c-22j and 30a-30h

Pertinent Legal Findings..... 30j

CLUBS AND ASSOCIATIONS:

Wisconsin Loggers Meet.....	22-22b
Lumbermen Meet at Memphis.....	22b
American Lumber Congress.....	30j
Miscellaneous.....	31-32

THE MAIL BAG.....

31

WITH THE TRADE.....

32-34

PERTINENT INFORMATION.....

35

HARDWOOD NEWS.....

35-41

HARDWOOD MARKET.....

42-45

CLASSIFIED ADVERTISEMENTS.....

46-47

HARDWOODS FOR SALE.....

47-50

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Hardwood Record

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CHICAGO, MARCH 10, 1919

No. 10

Review and Outlook

General Market Conditions

THE PAST TWO WEEKS have brought trade forward considerably. In the furniture trade especially it has resulted in a marked increase in future buying. Several large orders have been recorded recently, some up to a half million feet for future delivery, and altogether the strength of the hardwood situation has been augmented to a marked extent. The improvement might be attributed to various causes among them being the greater confidence instilled by final settlement of the question of government work, which ruling, giving protection to bona fide contracts, has benefited business and industry in all directions. Contributing also to the renewal of demand is the growing need for hardwoods in the furniture trade and the increased efforts on the part of manufacturers of all articles to boost sales and increase markets.

The psychological effect of the nation-wide desire to keep the wheels turning is having something to do with the noticeable improvement as the tendency is to recognize that commodity prices now standing will not break to any great degree.

In spite of the pessimistic talk one usually hears on the building outlook, especially among those who apparently are closely in touch with the building situation, the actual records in the case are not nearly so gloomy. Reports show Chicago permits to be in excess of what might reasonably be expected, and our prediction that the man who builds for his own use will shortly go ahead is being borne out everywhere. Of course, many people who might otherwise do so will not build now because of the high cost of materials, but with the promise of financial assistance, most people who desire homes are not going to wait longer. It is the instinct of the average person nowadays to stay down to as normal a way of living as possible, and many people who have been held up in their building ideas because of the turmoil of war, are now willing to pay the premium in cost of products for the sake of getting out of that turmoil and back to more liveable surroundings.

In talking about cut prices for lumber one wants to bear in mind that this situation is very much the same as that which causes tendency to the belief that the world is getting worse all the time instead of better just because the newspaper reporters are right on the job in giving more frequent accounts of the bad things that humanity does. In this day, when everybody is anxiously scanning the horizon of lumber prices for the first sign of a possible disaster, every little evidence is eagerly spied out and described. Therefore, we hear about every cut in price, but do not hear about those sellers with a strong backbone and a square jaw who stick to their figure and get the business, anyway. The truth of the matter is there are more of the latter

class and less of the former than there were even a few weeks ago. It can't be otherwise with the stock situation developing so seriously as it is.

The chief criticism one hears on hardwoods refers mainly to low grades, and even there the situation is not serious. There is a very great chance of considerable improvement in that direction because of the fact that ties and railway material fit so handily into the low grade situation. As the matter stands today the railroads are veritably hungry for ties and anticipate that the quantities turned out will not even approximate the actual need. It is likely then that a great deal of material that would ordinarily go into low grade would be taken up in tie requirements, and this situation eased over very nicely.

Taking the outlook as a whole, the last two or three weeks have shown a real brightening in the horizon and the striking feature of the whole situation is that buyers who are well informed are showing every appreciation of the actual conditions and overcoming their prejudice against buying now, seemingly realizing that it is useless to anticipate any general reduction in lumber values.

Organizing a Building Campaign

FIVE OF CHICAGO'S SUBURBS, lying in one body, have organized a building campaign and will start it off with an exposition which will be open to the public during the week beginning March 22. These suburbs are Oak Park, Austin, River Forest, Maywood, and Forest Park. Their combined population is 100,000, and the exposition will occupy a building at 1031 South Boulevard, Oak Park. The housing problem is difficult in that district, but probably no more difficult than in most other sections of Chicago, or in most other cities. Vacant houses are few, rents are high, and business men realize that it is time for a concerted effort for the purpose of improving the situation.

It has been decided that an exposition should be tried, and plans have been laid accordingly. It is learned from the prospectus that the purpose is to acquaint probable home builders with the materials of which houses are built, and with plans and specifications by which cost may be estimated, and concrete ideas obtained regarding styles and sizes of building.

The prospectus does not show that the exposition aims at much more than that. It will be chiefly educational, but incidentally it will create a desire to build homes. Those who have been thinking in a sort of vague way of building, may become a little more definite in their ideas, when they see the available materials and learn from plans and specifications how these materials may be used.

It does not appear that owners of vacant lots are making any

concerted effort toward putting into practice the lessons which the exposition will teach. They do not seem to be encouraging, advising, and assisting prospective home builders to get houses. It would seem that the people back of the building movement in the district under consideration will fail to rise to meet the whole situation unless they take steps to assist those who want houses but who lack the ready money to buy or build them. Many an honest man of industrious habits, but of moderate means, has heard of plans of owning homes by "paying like rent." Moneyed men who own vacant lots might do well to consider whether it would not pay to evolve some scheme by which such an offer could be made. It would fit in well with the exposition which advertises materials and distributes specifications. Prospective home owners will have their desires whetted by the exposition, and it would be the psychological time to show them how to own a home, if property owners have any practical scheme to offer.

The man with enough money to buy or build such a home as he wants is not in much need of propaganda in the form of expositions; but it is the man who has an equally strong desire but who cannot quite figure out how he can make ends meet. Some foreign governments, Canada among them, loan money to home builders at low interest and on long time. They pay it back "like paying rent." Our government has not yet decided to do that on a large scale; but while expositions are being held, it might be well to see if some practical plan could not be included, backed by vacant lot owners who can command the means. The work is only commenced when the desire is created. It can be completed by providing the means of satisfying the home-owning desire.

The Problem of the Immigrant

DIRECTLY OR INDIRECTLY, by means of bureaus, committees, or boards, the government is calling attention to the desirability of having foreigners in this country learn the English language. This is being urged upon business men as a matter of business as well as a matter of patriotism. Thirty-five languages are written and spoken in the United States, and the movement now on foot has for its object the substitution of English as far as possible.

It is not a new problem. It has been present since the first settlement of this country, but in early times only three or four languages were represented here, besides English, they being German, French, Dutch and Swedish. These all quickly amalgamated with the English, except in parts of Pennsylvania where German is still spoken though the ancestors of the people came across the sea between the years 1720 and 1780. They formed community settlements, remained to themselves, and handed their language down.

What happened there gives a hint of what is now happening elsewhere. Foreigners who crowd close together retain their languages, while those who scatter will soon drop their native tongues and learn English. During recent years, immigrants have shown a tendency to crowd together in manufacturing districts, and being there able to carry on business in their native languages, they have little desire to learn English.

The problem would go far toward solving itself if the immigrants could be induced to scatter; but it is easier to say than to do. They congregate where the work is, and the work is found in manufacturing centers. The public schools, which are conducted in English, will take care of the children, but the adults cannot be reached through that medium. Many of them want to learn English, and will do so; but many others are indifferent, and they constitute the hard part of the problem. Too many of them are here solely to better their financial conditions, and they do not look much beyond that.

Government agencies are getting busy with the problem of the illiterate and indifferent foreigners in our midst. These people possess the material for good citizenship (most of them do), but something is needed to finish the job, and so long as the job is not finished, this element constitutes a danger and a menace, be-

cause from that quarter come the recruits which swell the ranks of Bolsheviks and other trouble makers.

The Policy of Purchasing Now

BUSINESS MEN AND ASSOCIATIONS are almost unanimous in urging the policy of making necessary purchases at once, or as soon as possible. It is pointed out, and with reason, that only by such a course can industry be kept alive and stimulated. The people generally have money; they need commodities; they intend to buy these commodities; but the prospective buyers are waiting for something. Some imagine that prices will fall and buying can be done on more advantageous terms. Some are waiting to see how conditions will turn out. Some are watching the labor situation.

All may see what they are waiting to see: prices may fall; conditions may change; wages may rise or fall or remain stationary; but meantime, what is going to happen to business? It will slacken or stop unless some concerted and general action is taken to keep it going. Every prospective buyer who is waiting, but is not forced by necessity to wait, is assisting to put industry in peril, and to increase trouble. Therefore, it is the patriotic duty of every person to do what he can to keep the wheels turning. If he is able to make a purchase, and is planning to do so, let him do it at once. Let his effort, however small it may be, go in the right direction.

If a building is in contemplation, begin it as soon as possible. It will help along many lines. If the purchase of furniture is contemplated, or farm machinery, or vehicles, or clothes, buy at once if possible, and thereby keep the wheels turning. One wheel in motion may set others in motion; but if nobody makes a move, the thing that is liable to happen is not pleasant to anticipate. There may be times when a waiting policy is a good policy, but this is not that kind of a time. Action and confidence were never more needed than they are now. Nobody is being urged to speculate at this time; but the call has gone out earnestly for all who can do so, to buy necessities now, or as soon as possible, thereby assisting the country during a serious situation.

Vigilance Necessary

COMPLAINT HAS COME BACK from foreign countries that harm has been done to the reputation of American lumber, in some localities, by the fact that stuff below the grade it was supposed to be has been shipped. The purchaser of such lumber is disappointed and feels that he has been cheated. He would be more than human if he did not air his grievance and advertise the cause of his disappointment, and this has hurt the reputation of American lumber in some markets. Similar trouble has been reported from both sides of the world—South American and Europe—which leaves the inference that more than one instance might be cited where lumber below grade has been shipped to foreign buyers.

Complaints of bad grades mixed with good have not been unheard at home; so the practice appears to have been handed around impartially among markets at home as well as abroad. It has done harm, and the sad part of it is, the man who has graded his stock carefully and shipped clean grades has had to suffer along with those who were not so careful or conscientious. The buyer who felt that he had been buncoed, held a grudge against all American lumber.

Exporters, particularly associations of exporters, should, in self-defense, see to it that the mistake be not repeated, if it is possible to prevent it. It has been suggested that some oversight, a sort of trade censorship, be exercised over lumber exports in order to prevent objectionable stuff reaching foreign markets, where its power for harm is so great. Such safeguard is desirable, but difficulties are in the way of making use of it. Rules might be enforced among members of an association as to grades to be exported; but it would not be easy to prevent an outsider from shipping what he pleased and in that way the foreign market might be hurt, as it was hurt in the past, by the receipt of lumber not up to grade or specifications. This is one of the problems now confronting the lumber industry in this country.

Important Announcements from Washington

By H. C. Hallam

The session of congress just closed failed to pass the agricultural appropriation bill with its provisions for the operation of the forest service, which aggregated from \$4,000,000 to \$5,000,000. The bill also carried a senate amendment appropriating \$2,000,000 for the purchase of land for forestry purposes under the Weeks law.

The \$750,000,000 appropriation for the railroad administration failed of enactment into law, which seems to mean that improvements on the railroads of the country will be curtailed. The omnibus public buildings bill providing \$60,000,000 for public buildings throughout the country did not have a look in, having passed neither house of congress. The Kitchen resolution to repeal the so-called luxury tax schedule providing for a 10 per cent levy on picture frames and other articles passed the house, but failed in the senate.

Secretary Lane's proposition for a \$100,000,000 appropriation for the purchase and development of cutover, swamp and other waste lands to furnish employment and homes and farms for returning soldiers, came up in neither house, although it secured a privileged status in the house as a result of the reporting of a special rule for its consideration. Likewise the item of \$100,000 in the sundry civil appropriation bill for continued investigation and survey of cutover and other land failed of enactment with the balance of that bill.

The Lane bill was endorsed by a number of state legislatures in the North, West and South, several of which had delegations here working for it.

There is some compensation for the lumber industry in the expectation that is well founded that Representative Joseph W. Fordney of Michigan, a veteran member of the house and an old time lumberman, is slated to be chairman of the important committee on ways and means, which will frame revenue legislation in the next congress.

M. E. Towner, head of the forest products section, central advisory purchasing committee, railroad administration, is confined to a Baltimore hospital, where he went for an operation that will keep him off duty for two or three weeks. J. H. Lauderdale, formerly of the New Orleans office of the forest products section, is on the job in Washington with John Foley in his stead.

Mr. Foley says that ties are coming in more freely than for some time. He minimizes the tie troubles of the railroad administration. In the matter of uniformity of hardwood materials for the railroads, he says that a meeting of persons interested may be called later, with a view to securing such uniformity. It is said to be the logical thing to try to make grades for railroad hardwood material uniform, as was done some time ago in the case of standardizing crossties. The practices of railroads vary so greatly that officials will not even hazard a guess as to the number of different sizes of hardwood car material, for instance, that are purchased by the railroads.

As a result of recent conferences between representatives of the government and representatives of the plywoods and veneer industries, it is announced that a method of procedure has been unanimously agreed upon by which the surplus stocks of the government in plywoods and veneers will be disposed of by the government in co-operation with the industry, it is believed, in the best interests of both the government and the industry. The plan covers only the surplus that is not absorbed through redistribution among the several bureaus of the government.

The representatives of the industry expressed their gratification at the outcome of the conferences and the belief that the method of procedure which had been agreed to would remove the uncer-

tainty and menace which these surplus stocks of the government have exercised over the veneer and plywood market.

The contract for the disposal of government surplus lumber stocks has been signed at last. The stocks are being taken over by a lumbermen's committee, to be sold at market prices.

The director of sales announces the following inventories of surplus materials furnished by the construction division of the army: 400,000 ties, millwork—25,000 doors, 20,000 screen doors, 200,000 sash and miscellaneous millwork, total approximate cost \$380,000. The sash, it is stated, are special, with special sized glass.

Production of Walnut

Government officials suggest that the planting of walnut trees might be stimulated by high prices of walnut lumber, but on the other hand it is admitted that changing fashions in furniture might make the wood less in demand in view of possible competition from various tropical American cabinet woods. If no other interest will take the matter up, it is urged that the government should plant walnut trees, owing to the need of this timber for war purposes.

It is estimated that the total cut of walnut last year was 120,000,000 feet, or twice the 1917 cut, and it is estimated the cut would have reached 180,000,000 feet this year if the war had continued, or nearly a fifth of the total stand of a billion feet of this timber. It is stated that the production of gunstock material increased from 33,000 feet per day early last year to 240,000 feet per day by last August, to 360,000 feet per day in September, and would have increased to 500,000 feet per day during the first half of this year. It is estimated that the production of walnut propeller stock reached 17,000,000 feet by September last and that it would have reached 30,000,000 feet during 1919.

The total cost of horse drawn vehicles shipped overseas to December 1 last was \$7,247,000; nearly 28,000 escort wagons, water carts, combat wagons, ration carts, ambulances, medical carts and spring wagons. Twenty-three hundred standard gauge railroad cars and nearly 400 narrow gauge cars were held by the war department February 1. The cars were valued at about \$4,000,000.

The general supply committee of the government will open bids April 21 for furnishing government departments in Washington lumber, millwork and packing boxes.

Two hundred thousand feet of beech, birch and maple lumber is wanted by bureau of supplies and accounts of navy department.

Thomas W. Smith, pioneer lumber merchant of Washington and for fifty years a prominent figure in the affairs of the national capital, died recently.

French Lumber Matters

The department of commerce announces that the Ministry of Liberated Regions of the French government has asked for bids for supplying 75,000 articles of furniture, 62,000 doors, 37,000 windows and 25,000 shutters for use in reconstruction work in the devastated regions.

The war trade board announces that the French government has removed restrictions from the importation of the following commodities among many others: logs, fagots, brushwood, charcoal, fine woods, tropical and subtropical woods, dyewood, rattans, willow, wooden shoes, wooden spring rollers, wood for saddles, turnery, rims of bent wood, shuttles for looms, handles, other woodwork, cylinders and disks of wood.

The British government has relaxed its embargo and permits the exportation to virtually all for enemy countries of rattans, household furnishings of wood, etc., office furniture, pianos, sewing machines, turners' ware of wood, walking sticks, etc. The British

are also permitting freely exports to American countries of plywood and other articles.

There have been six wooden ships allotted for training recruits for the American merchant marine and two of these have arrived at Boston.

The shipping board has cancelled contracts for 550 ships of 2,700,000 tons. Wooden ships were chiefly affected by early cancellations, says Chairman Hurley of the board in a letter to congress. Further ship construction contract cancellations would be disastrous, Mr. Hurley says. The need for ships is illustrated by the fact that the board is undertaking a contract to carry to France during the next six months 3000 freight cars ordered for the American Expeditionary Forces, but not now needed by them, and which the French government has agreed to take.

The Building Campaign

Although congress did not do all it could to promote the campaign for reviving the building industry, that work is going ahead as well as practicable under all the circumstances, it is believed. While Samuel Gompers from Paris urges the resumption of building, there has been a conference at the white house on this and other subjects related to the employment situation. Cabinet officers, governors, senators and others of prominence discussed public and private building, good roads, land development, etc.

Congress passed a bill for government hospitals to cost \$7,000,000, but Senator Kenyon's bill for a commission to study methods of financing home building failed, as did, on the other hand, the sundry civil appropriation bill containing a provision requiring \$32,700,000 to be returned to the treasury out of the special funds provided for housing war workers.

In the Division of Building Construction, Department of Labor, R. S. Whitting has been employed as a lumber expert, H. V. Haymaker as expert to co-operate with building and loan association interests, and William B. King, president of the Federation of Construction Industries, as head of the legislative branch of the division.

Ten thousand members of the National Association of Real Estate Boards are pledged to co-operate with the Own-Your-Own-Home branch of the building campaign now being carried on by the U. S. Department of Labor. The building of school houses is urged with particular force at this time. For the two years of our participation in the war school house building almost ceased, and there are now both the need of 1916 and the accumulated need of the two years of the war, larger than in normal times because of the unprecedented shifting of population. To supply these needs will require not less than \$500,000,000 of building, to be completed by the time of the opening of the schools in the fall of 1920.

Announcing the approval of standard contracts with short line railroads, which tap line and lumber interests have been agitating for for some time, the Railroad Administration said that two standard forms of co-operative short line contracts pursuant to an agreement with representatives of the short line railroads have been approved; the first covering roads having no competitive traffic, and the second covering roads having competitive traffic. The two forms are the same except that in the form for roads having competitive traffic, a clause has been added providing for reimbursement for competitive traffic diverted from the short lines between April 1 and November 1, 1918, and for giving to the short lines subsequent to November 1, 1918, the same proportion of competitive traffic as it had in the years 1915, 1916 and 1917.

Export Restrictions Removed

According to recent advices received at Baltimore direct from Europe all war restrictions imposed in the United Kingdom and regulations designed to prevent imports into England have been raised as of March 1, and there is now no impediment in the way of the exporters, whose activities were held in abeyance for more than four years, resuming their former connections or establishing new ones. No permits or other documents are required from the date mentioned, trade being in brief as free as it was before the conflict. This word came through Gustave A. Farber, London representative of Russe & Burgess, Inc., Memphis, Tenn., and is to be regarded as authentic. Some doubt had prevailed as to the exact state of things, until the receipt of the message, which removed the last vestige of uncertainty. Mr. Farber had sent word about two weeks ago that the raising of the restrictions would go into effect on March 1, but a statement sent out by J. C. Woodruff, trade adviser of the War Trade Board at Washington, also contained a clause stating that an exception had been made with regard to one-inch oak, which is among the most important items of import. Mr. Farber, being further communicated with, in regard to what appeared to be a vital discrepancy, confirmed his previous report and stated again that all restrictions were to go. Apparently, the confusion grew out of the inference that the statement sent out by Mr. Woodruff covered any period after March 1. As this statement bore the date of February 14, it is suggested that the interval between then and March 1 may have been referred to alone. At any rate, the exporters are satisfied that they are able now to make shipment to the United Kingdom, provided, of course, they can get steamship lines to take their lumber. This, however, seems to present difficulties. The steamship representatives are quoting ocean rates of \$1 per 100 pounds, to be sure, but they also inform shippers at the same time that space so far is not available; hence the reduction in the rate from \$3.50 per 100 pounds fails to do the exporters any good. There is a fair prospect,

however, that enough vessels will be turned back into regular commerce in a short time to permit space for lumber shipments, and preparations are being made by all the exporters to re-establish their lines.

Confirmation as to the raising of restrictions is also found in an article which appears in the last number of the London Timber Trade Journal to be received here. This article says: "In view of the termination on March 1 of the control of imported hardwoods the existing stocks of such hardwoods held by the Timber Supply Department, will, as far as possible, be disposed of in convenient lots by public auction. The first auction sale will take place towards the end of February in London. Further sales will be held in Liverpool and elsewhere." According to advices at hand here the sale was held and the prices obtained exceeded the private quotations.

The stocks of lumber in the United Kingdom the Timber Controller had on hand last month are given as follows:

	Carloads		Carloads
Cypress	220	Oak	176
Gum	183	Birch	52
Cottonwood	81	Poplar	525
Chestnut	12	Various other woods.....	20
Ash	40		
Walnut	40	Total.....	1,349

In addition, there were about 300 carloads still to arrive. The government, however, has stopped all purchases, and it is expected that the stocks in hand will soon be disposed of, leaving the field clear to private enterprise.

In the statement of Mr. Woodruff it is also set forth regarding exports of lumber to France that they can go forward freely under the W. T. B. RAC-63, or general import license, which is given to every American customs collector, but exporters should first have consignees in France secure permits to importers, as a serial number of such permit must be stated on the export declaration.

Lumber Market in South Europe

The countries of southern Europe, together with some of the northern states of Africa, will require from six to ten billion feet of yellow pine and hardwood lumber for reconstruction and industrial purposes each year for the next five years and, owing to the peculiar conditions affecting the supply and marketing of lumber native to the countries which supplied the pre-war demand for lumber in these countries, the biggest part of these prospective needs must come from America.

This was the message brought to the Lumbermen's Club of Memphis, Tenn., and its guests, the members of the American Hardwood Lumber Manufacturers' Association, March 1, by Nelson C. Brown, trade commissioner, U. S. Department of Commerce, Washington, who gave first hand information regarding lumber conditions and lumber needs in these countries gathered during a period of more than a year. Before concluding his address he urged that this was an exceptionally rich field for American lumber interests and that the best method of taking advantage of this situation, in his opinion, was through the formation of a single, big, comprehensive export selling organization "that would make it possible to take care of the collective buying now in vogue in Europe and that would, at the same time, enable American industry to present a solid front in Europe in the case of lumber just as in the case of copper, steel, iron and other commodities."

Among the more important statements made by Mr. Brown were:

Portugal, Spain, Italy, the Balkan States, and the northern countries of Africa, are important consumers of lumber. There is a population in this territory of 100,000,000 people and the area is equivalent to about one-half of that in this country. It is estimated that this region alone will require from six to ten billion feet, board measure, each year for the first five years at least following the resumption of normal conditions.

Throughout this area there has been woeful lack of knowledge regarding American lumber and throughout the investigation there was considerable interest evinced in the possibilities of securing American lumber not only for reconstruction purposes but also for general building activities which have ceased absolutely for a period of over four years.

There will be an especially strong market for hardwoods for the reason that the domestic supply in all of these countries under normal conditions was made up largely of hardwoods and, with the native forests cut off completely for war and other purposes, this great deficiency must be made up from foreign sources.

Japan was just beginning to exploit its white oak in the Italian market where there was every opportunity for promoting the sale of white oak and a number of other hardwoods. The following figures show the total lumber exports from Japan and the quantity going to each of the countries of Europe: Total, 250,000,000 feet; to Great Britain, 7,420,000 feet; to Italy, 240,000; to Germany, 7,410,000; to Belgium, 18,000,000.

I believe there will be a very large demand for both hardwoods and softwoods from these countries for the following reasons:

These countries have been practically without lumber imports for a period of over four years. Whatever lumber was imported was used directly for war purposes. In 1918 white oak lumber brought anywhere from \$300 to \$500 per thousand. Red gum and other species of American lumber disappeared entirely from the market. Those fortunate enough to have stocks on hand on the outbreak of the war held their stocks and commanded almost any price asked.

Native forests were practically destroyed. It is very evident that, with lumber imports shut off and an unusually strong demand for lumber for war purposes, native forests in all these countries suffered greatly. In normal times Italy supplied about 300,000,000 feet of hardwoods from its native forests and Spain about 150,000,000 feet. This consisted largely of native red and white oaks, with some beech, poplar and ash and a great variety of other hardwoods. Practically all this was slashed off and used for the support of the army of 5,000,000 in Italy. In the case of Spain, it was used for local purposes or sent to the allied nations. The American army alone contracted for more than 400,000 cross-ties from Spain. Italy even sent lumber for war purposes to Egypt, Palestine and the Balkan front. To further aggravate the situation, demand for wood for fuel led to heavy cutting of whatever forests remained in these countries. Spain, Italy and Greece are without coal and it brought from \$80 to \$160 per ton. As a result it was used very little. Fine young growing forests, even roadside trees and olive and cork trees were cut for fuel. In Italy the so-called national parks were denuded of their timber to supply the urgent demand. Timber previously considered inaccessible was hauled 20 to 30 miles on motor trucks.

Demands for reconstruction will be unusual. It is estimated that in Italy demand for lumber for reconstruction alone will exceed the total imported under normal conditions.

Russia, the great lumber exporting country heretofore, will be out of consideration for a period of at least five to ten years because of complete economic and political prostration. Furthermore Austria, a heretofore important exporting country, will have serious domestic difficulties

of her own to meet and will be unable to export the quantities of lumber she formerly sent to Mediterranean countries.

It is probably not stretching the truth to say that American red gum is better known both by the lumber trade and the public at large in Spain and Italy than in this country. It is considered a cabinet wood, par excellence, and is placed in the same category with mahogany and the local or native walnut, which are considered with great favor. The outstanding qualities of red gum, which command such high esteem from European buyers, are its attractive figure, pleasing grain and its workability, combined with its relative cheapness in price.

Owing to the cutting off of the native white oak, American white oak, as well as red oak, should find large markets throughout this section. The output of Slavonian white oak is very limited and its exceedingly high price has made its adoption in these countries almost out of the question except for the very highest purposes of utilization. Already American red gum has driven Austrian white oak and beech very largely out of the Spanish market. There is a long-standing prejudice against red oak in this group of countries. This is due largely to the fact that local red oak is of exceedingly poor quality. Many consumers and users were amazed to learn that we use red oak in this country for practically all purposes for which white oak is used and that the former brings almost the same price as the latter. It is merely another evidence of the fact that the European market has not been exploited generally and developed properly for the benefit of American lumber.

Mr. Brown made it quite clear that the reconstruction needs in Italy, the Balkans, Greece, the Roumanian border, northwestern Russia and northeastern Germany would be quite heavy in comparison with those in France and Belgium and pointed out that, prior to the first big reversal of Italian arms, the Italian front alone was measurably longer than the entire western line from the Swiss border to the North Sea. He pointed out that the war had raged over these areas and that they were in the position of having to rebuild towns, villages and cities and that they were also in the position of having to rehabilitate their industries set back so severely by the war.

He did not believe there would be anything like as much lumber used for the framework of houses in any of these European countries as in America but he was of the positive conviction that "large quantities of general construction lumber will be required for flooring, framing, rafters, interior trim, doors, sash, blinds, etc.," and that "large quantities of hardwoods will be used for flooring, doors, interior trim, car construction, shipbuilding, vehicle and implement production and a number of other equally important purposes."

Expositions of American Lumber

John D. Walker, U. S. lumber commission, who was sent to England two years ago, recently wrote a letter to Secretary Compton of the National Lumber Manufacturers' Association, telling of steps he has taken to place American lumber before buyers in Belgium, France, and the British Isles. Mr. Walker is closing up his work abroad and is about to return to America and he is leaving these exhibits in the three countries as perpetual reminders and advertisements of American lumber. Each is to be in charge of a competent man.

One exhibit will be established in Brussels, one in Paris, and one in London. Exposition room has been secured by renting or otherwise, and American firms have been offered space in which to show their special woods, at a yearly rental little more than nominal. In that way each man or firm can make such showing as he thinks proper, and will thus have a sort of headquarters in each of the three countries, if he sees fit to take space in each of the three exhibits.

The polished surface of some woods feels cold to the touch, others appear warm; yet, the thermometer can detect no difference in their temperatures. The difference in the apparent coldness is due to the greater heat-conducting power of one over the other. The best conductor feels coldest.



THE CAMP TERMINUS OF THE "CENTIPEDE & SNOW ROAD"

Wisconsin Loggers' Meeting

Many came but few were frozen, even though it was thirty degrees below zero, for those northern lumberjacks seem to get rugged and lusty on such mild perversions of Boreas. The occasion was the acceptance of Geo. N. Harder's invitation to the Northern Wisconsin Loggers' Association, to hold its semi-annual meeting at Rib Lake, Wis., the home of the Rib Lake Lumber Company, of which he is president.

The logging road connecting Rib Lake with the town of Chelsea on the main line of the M., S. P. & S. Ste. M. railroad, a distance of approximately nine miles, reached the acme of its rough and ready glory on the evening of February 26, for on that evening some twenty-five of Wisconsin's logging pioneers

bounded over its high centers and low joints, in the private car of C. E. Urbahns of Stevens Point, Wis., superintendent of the northern district of the Soo Line, a genial, generous gentleman who stands ace high with the northern Wisconsin lumber producers. As the speed of the special at no time was in excess of sixty miles per hour, the party arrived safely at Rib Lake, and at the hotel joined with

a few who had previously arrived. The hotel had never before catered to such a large crowd of large men, apparently, and the lack of beds necessitated a doubling up, which rather seemed to enhance the camaraderie.

Wednesday morning all were up bright and early, for on Mr. Harder's list of entertainments was a journey to the



AFTER DINNER THE WHOLE BUNCH WAS READY FOR THE WOODS



LOG STORAGE ON FROZEN RIB LAKE

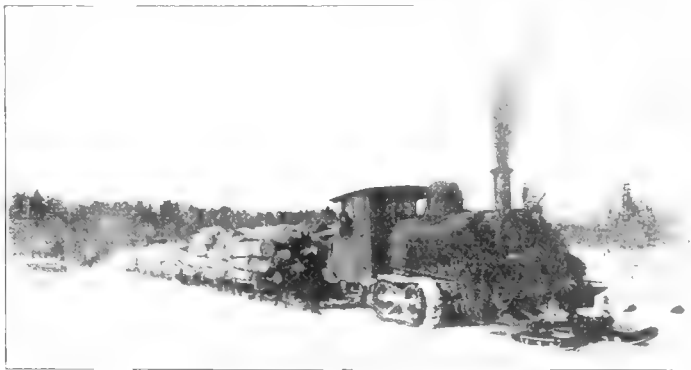


O'E'R THE HILL AND THROUGH THE WOODS TO CAMP



IN HARDWOOD SECTION RIB LAKE LUMBER COMPANY YARD

woods operations of the Rib Lake Lumber Company, some nine miles from the town of Rib Lake. There are two things in Wisconsin, indigenous to that state only, and but few of the natives have ever had the privilege of gazing upon them—namely, the reputed “Hodag,” and the centipede tractor utilized in some winter logging operations. The latter of these curiosities through Mr. Harder’s invitation was first seen by many of the loggers. The centipede tractor has been utilized by a few companies operating in Wisconsin for a great many years, and the pious folk of bygone days must surely have thought it an instrument of old Beelzebub, for it snorts and toots and has a world of power, snaking long sled trains of logs, interspersed with a load of hemlock bark, over the hills and through the woods with great eclat, over the necessary private right of way. As will be observed in the picture, this “mule” is a locomotive on which a pair of runners has been substituted for the front pony trucks, and the drivers by a tractor tread. A speed of four to six miles per hour is easily maintained on level roads pulling 80,000 feet of logs and a car or two of tanning bark, but in hauling such a train it is necessary to double over the hills. On account of doubling the hills only one round trip per day is possible; a train of this size is handled only by the night crew, but this gives ample time to inspect equipment and get it in good shape for the day crew. The day crew makes two round trips daily, but handling only half the size load hauled by the night force. The mill of the Rib Lake Lumber Company is situated on the border of Rib Lake in the town of Rib Lake, and the logs are not hauled direct to the mill via the Snow Road & Centipede, but to the edge of the lake, about three-quarters of a mile from the mill, and thence by team onto the ice surface of the lake, and unloaded preparatory to the usual spring delivery. The company also operates a logging road direct to the mill; in all some twenty miles of road, and additional



LOG TRAIN READY FOR TRIP TO RIB LAKE

mileage into the timber surveyed. This line is equipped with three logging engines, about 150 logging cars and twenty-five bark cars.

Howsomever, this Wednesday morning, Old Sol was shining his brightest, though Jack Frost was doing his blightest, and withal it was a wonderful day for a picnic, for such are these pleasure trips with a seasoning of business. About twenty-five Wisconsin loggers wended their way around the edge of Rib Lake to the terminus of the S. R. & C., and ere long a shrill whistle announced the arrival of a train of logs; the mule was soon uncoupled and swung around to a train of empties, the last sled of which was a bark car, and onto this the loggers were hustled, bag and baggage, and with a jerk they were on their way over a wonderful roadbed of snow and ice, o’er hill and down dale, through barren cutover lands blanketed with snow garnished with stumps and an occasional coppice, and thence through a wilderness of small hemlock in a dazzling coat of “ermine too dear for an earl.”

A temperature of sixty degrees below freezing is not conducive to a display of silk shirts nor blooming roses, and though fur coats, mackinaws and all else that tends to retain warmth were in plethora evidence, the party was inclined to again resort to stunts of boyhood days, first to keep up a good circulation, and secondly because a man is only a big boy, and thus they were again hopping bobs, running races and the like. And when it comes to hopping bobs, they all took off their hats to R. B. Goodman of the Goodman Lumber Company, Marinette, Wis., for he surely must have been an expert when he was a kid. Mr. B. Clubine of the Park Falls Lumber Company, Park Falls, and G. W. Campbell of Park Falls were running races without bets, and, either because there was too much freight or too little wind, gave up when J. D. Twomey came into competition.



SWAN (LIGHT COAT) EXPLAINS THAT 30 BELOW ISN'T COLD



RIB LAKE LUMBER COMPANY SAWMILL AT RIB LAKE

About noon, the party arrived at camp, and made a quick getaway to the commissary department, housed in a structure of logs, where they took off their heavy coats and else that they might more easily thaw out before the cheerful radiation of the big camp heater. They then began to get a little restless, but Mr. Harder being of a psychological trend, told the chief wrestler of victuals to toot his tooter, and a happy, hungry crowd scrambled into the large dining building, also built of logs. It was a real meal, and appetites whetted by the riding, racing and hopping bobs in the open, showed keen appreciation. No, there was no pink tea, nor silver tureens and the like deftly juggled by parasitic prestigitators; and of all catastrophes, the cook forgot to garnish the meat. However, the roast pork and dressing, the mashed potatoes, and turnips, the half dozen kinds of cookies, pickles, jam, cranberry sauce, the cranberry pie, and other good things rapidly disappeared, and in further attestation Twomey, Clubine and two or three others when they thought Harder "wan't lookin'" sneaked into the kitchen, but the latter had his weather eye open and also tiptoed into the kitchen, spoiled the plot and saved the cook for the Rib Lake Lumber Company. It is hard to say whether Clubine was thinking of that "rhum" game the night before, but anyway he picked up an empty coffee basin, and insisted that every one "show their appreciation of the good works of the cook" by a little donation; Campbell was smiling at Galbraith, and between them they agreed they would get that too, but this shell game didn't work, because the cook did get it. The meal was also generously flavored with several selections by a loggers' quartet composed of C. R. Claussen, F. E. Poole, D. C. Estes, and S. J. Williams, and their renditions were well applauded, especially that good old one "Kindling Wood."

When the guests had filled to satisfaction, they were turned over to the woods superintendent of the Rib Lake Company, W. B. Patrick, who led them a half mile into the woods for an inspection of the timber. In all the Rib Lake company controls over one hundred square miles of timberland, estimated to cruise approximately 650,000,000 feet of timber, the larger percentage of which is hemlock, considerable birch, and the balance running into northern hardwoods. The tracts now being logged are served by the logging railroad, and also the Phoenix centipede tractor. The visit to the woods was short, and the "special bark car" was coupled to the rear of a train of logs, and the party walked and rode, and ran and hopped back to the mill of the Rib Lake Lumber Company which was on the list for a tour of inspection.

Here they found a most modern and up-to-date sawmill. It is really a new mill, having been built about two years ago to replace one that had been destroyed by fire. It rests on concrete, rail reinforced foundations, with concrete floor in basement and a full seven or eight-foot clearance for all shafting and overhead equipment. The mill is Clark equipped throughout. The original plans called for a double band mill, but owing to the unsettled conditions that have existed in the past few years, but one set of equipment was installed, though the company expects in the near future to complete the double installation which will double the present manufacturing capacity of 30,000,000 feet of lumber per year. The planing mill can also be called really modern, both in equipment and layout, and the planers, cut off saws, etc., are driven by individual electrical units. From the mill, the party was taken to the large lumber yards adjacent. Here about 10,000,000 feet of lumber are well stuck in concrete foundations. The alleys are wide and well maintained. Material is handled to the yard from the mill on ground narrow gauge tracks, and also on an overhead tramway. In all the plant and equipment met with the instant approbation of the visitors, who were not at all hesitant in giving voice to their approval.

After the inspection of the yard, the business meeting of the association was held in the office of the Rib Lake Lumber Company. This was composed largely of informal discussions of different matters, and after a vote of thanks was tendered to the Rib Lake Lumber Company for the privileges and courtesies extended, and the acceptance of the invitation of the Scott & Howe

Company of Ironwood, to hold the summer meeting in Ironwood, dates to be selected later, the meeting came to a close.

It might be well to state here that the officers of the Rib Lake Lumber Company, are George N. Harder, president; W. G. Horton, vice-president; S. J. Williams, treasurer; Fred E. Knapp, secretary, and O. W. Steffek, sales manager and assistant secretary.

Lumbermen Meet at Memphis

The chief inspector of the American Hardwood Manufacturers' Association, together with the four deputy inspectors who will assist him, will be chosen by President R. M. Carrier and chairman of the inspection rules committee, B. F. Dulweber, according to decision reached in Memphis, March 6, at the meeting of the executive and inspection rules committees of this organization. Their names will be made public shortly.

It was also decided that John M. Pritchard, secretary-manager of the association, would have charge of the inspection department and that all applications for re-inspection would be made direct to him.

The association plans, within the next few weeks, to have a several day school at Memphis for the benefit of the inspection staff. It is therefore requesting that all members accumulate and place at the disposal of the inspection department all questionable boards in order that inspection work may be handled on as uniform basis as possible.

The inspection rules of the association, as recently compiled and issued by the inspection rules committee, have met with most favorable reception from consumers and all other branches of the trade.

Original inspection by the force of the association will be made in the case of all Pacific coast, export and government business, and re-inspection will be made on all other business. Such re-inspection will be made only in the event of a dispute, between the parties at interest and, in all cases of re-inspection, charges for the service will be uniform for all members regardless of their location. This represents a new feature, according to Mr. Dulweber, as it marks the elimination of payment by members of the traveling expenses of the inspector who is assigned to make re-inspection in settlement of a controversy.

Practically no other business was transacted by the inspection rules and executive committee.

Friday, March 7, the first sectional meeting of the association in this territory was held at the Hotel Gayoso following a luncheon. Mr. Carrier presided. About 60 members were present and the greatest enthusiasm prevailed. Mr. Carrier made a statement regarding the work the association is doing and the value of this service to its members. There was general discussion of the open competition plan, which is in charge of F. R. Gadd. Mr. Carrier and Mr. Gadd both made statements regarding the details of this plan and the latter reported that, since the association adopted this Jan. 20, 56 new members had become identified with it. Participation in this plan, it was pointed out, is not compulsory.

Particular attention was called to the plan of Secretary Redfield in pursuance of which an industrial board has already been appointed for the purpose of stabilizing the price of lumber and other commodities entering into the building trades and into industries generally.

In the discussion of market conditions, it was pointed out that there was a great reduction in production of southern hardwoods which was coincident with a large increase in sales and shipments, with resultant heavy decrease in stocks and a much firmer tone to the market.

It was decided to hold monthly open competition plan meetings at Memphis in the interest of members in this territory the second Friday in each month.

It was also announced that there would be an open competition plan at Alexandria, La., Wednesday, March 19, and that such meetings would be held at that point the third Wednesday in each month. These will be for the benefit of members in Texas and Louisiana and will be held in conjunction with the meetings of the Southwestern Hardwood Manufacturers' Club.

The open competition plan meetings at Cincinnati, for the especial benefit of members in that territory, are scheduled to be held the second Tuesday in each month. This means that the next will be held Tuesday, March 11. The association is also preparing for similar meetings elsewhere which will be announced later.

New Rules

American Hardwood Manufacturers' Association

The following terms, regulations and inspection rules were adopted by the American Hardwood Manufacturers' Association on February 1, 1919, and are known as the "Inspection Rules and Sales Code of the American Hardwood Manufacturers' Association."

The Sales Code contemplates that quotation, orders and contracts covering the sale of forest products in which the members of this Association deal, contain the clause: "Subject to the Inspection Rules and Sales Code of the American Hardwood Manufacturers' Association," and that all transactions shall be governed and controlled (with such exceptions as are specifically made in writing) by said Inspection Rules and Sales Code. The rules follow in full:

SALES CODE

QUOTATIONS

1. All quotations are made subject to the Sales Code, and are subject to change without notice. **ORDERS, CONTRACTS, ACKNOWLEDGMENTS**
1. All orders or contracts must be submitted to the Home Office of the Seller, in writing, but whether in writing or otherwise, they shall not be considered binding until accepted by the Seller in writing from his Home Office. Such acceptance or acknowledgment of orders shall state fully and in detail the Seller's understanding of the transaction, and omissions, errors or misunderstandings should be corrected by Purchaser by return mail.

DELIVERED PRICE, FREIGHT RATES, SWITCHING CHARGES, GOVERNMENT TAX OR DUTY, DAMAGE, ETC.

1. The delivered price (F. O. B. destination) includes only the usual freight charges to point of delivery mentioned, based upon published freight rates in effect at time of quotation; switching or other terminal charges at destination, any advance in freight rates, and any tax or duty assessed by the Government on freight, or the goods to be borne by the buyer.
2. The Seller does not guarantee safe delivery, nor insure against breakage, loss or damage to material while in transit.

INVOICES

1. Promptly upon acceptance of shipment by initial line of Railroad, the Seller shall mail to the Purchaser an invoice giving full information in connection with shipment, and in all instances bearing date coincident with date of Bill of Lading. Omissions, clerical errors, etc., subject to correction.

TERMS OF PAYMENT

1. Prompt payment for each shipment is a substantial requirement of each transaction. Freight due upon arrival of shipment at destination to be paid by the Purchaser; original Expense Bill (or certified copy thereof) to be sent promptly to the Seller.
2. A discount of two (2%) per cent will be allowed upon cash payment of ninety (90%) per cent of invoice, less estimated freight, on receipt of invoice; balance to be remitted upon receipt and inspection of lumber.
3. Or a discount of one (1%) per cent will be allowed for settlement by trade acceptance, due thirty (30) days from date of invoice for ninety (90%) per cent of invoice, less estimated freight; balance to be remitted upon receipt and inspection of lumber.
4. Or settlement by Trade Acceptance, due ninety (90) days from date of invoice for ninety (90%) per cent of invoice, less estimated freight; balance to be remitted net upon receipt and inspection of lumber.
5. No discount allowed on freight, whether or not prepaid.
6. All cash payments to be made in funds at par in Federal Reserve Bank Region in which Seller is located.

GENERAL CONTINGENCY CLAUSE

1. Quotations are based upon and orders and contracts accepted under a "General Contingency Clause" which recognizes that in case of strikes, floods, fire, epidemics, inability to secure cars, delays of carriers, or any other causes whatsoever beyond the control of the Seller, shipments and deliveries may be delayed until such causes and their effects have been removed.

REINSPECTION OR REMEASUREMENT

1. In the event of complaint by the Purchaser on the quality or inspection of material shipped, the Purchaser shall pay freight, unless shipment has been rejected or disputed material intact, properly protected, and shall file complaint with Seller within five (5) days from receipt of shipment. If complaint is on measurement, or both inspection and measurement, the entire contents of car must be held intact. Payment of freight or invoice shall not be considered as an acceptance of the shipment nor shall such payment work a forfeiture of the right to enter complaint and have adjustment of same.
2. Upon receipt of complaint from the Purchaser, the Seller shall immediately request the American Hardwood Manufacturers' Association to provide reinspection or remeasurement, as the case may be by one of its licensed inspectors, according to the inspection rules of that Association in effect at the time of execution of contract. The Purchaser shall lend all reasonable assistance to facilitate the reinspection, or remeasurement.
3. Certificates to be issued by the said Association, showing the name of the Seller and Purchaser, and the results of the reinspection or re-

measurement, the original to be given to the Seller, the duplicate to the Purchaser.

4. In the event either the Purchaser or Seller is not satisfied with the result of inspection, he shall have the right to demand that a reinspection be made by the chief inspector. All requests for reinspection by the chief inspector must be made within five days from the receipt of the inspection certificate.

SETTLEMENT BASED ON REINSPECTION OR REMEASUREMENT

1. Such reinspection or remeasurement, when had, shall be final and be binding upon both Seller and Purchaser.
2. The Purchaser shall accept all material of the grade and kind purchased, and all of the next lower grade not in excess of five (5%) per cent of the total quantity involved, and shall pay for said downgrade at the current proportionate price. All downgrades in excess of five (5%) per cent shall be the property of the Seller.

GENERAL INSTRUCTIONS

For the Manufacture, Inspection and Measurement of Hardwood Lumber

1. Lumber must be inspected and measured as the inspector finds it, of full length and width. He shall make no allowance for the purpose of raising the grade.
2. Exceptions to the general rules are stated under the caption of the respective woods.
3. Inspection must be made from the poor side of the piece, except as otherwise specified.
4. These rules define the poorest piece in any given grade, but the respective grades must contain all pieces up to the next higher grade.
5. In the following rules all widths and lengths mentioned are inclusive.

MANUFACTURE

1. Lumber should be properly manufactured, trimmed and edged, of good average widths and lengths. It must be of standard thickness when shipping dry, with the exception that in the grades of Common, the percentage not included in the cuttings may be scant in thickness, provided the cuttings are of standard thickness and that there is no greater variation in the thickness of the board than is allowed in the rule describing missawn lumber.
2. Lumber showing greater variation in thickness than 1/16" at any point in stock cut 1/2" thick or less, or 1/8" in 5/8" and 3/4" stock, or 1/4" in 1" to 2" stock, or 3/8" in 2 1/2" and thicker stock, must be measured at the thinnest part and classed as missawn, and graded and reported as such.

MINIMUM WIDTHS

1. 90% of the minimum widths mentioned in all grades of lumber must be full width; the remaining 10% may be 1/4" scant in width.

MEASUREMENT

1. In the measurement of lumber of random widths, fractions of over 1/2", as shown on the board rule, must be counted up to the next higher figure; fractions of exactly 1/2" and less, as shown on the board rule, must be counted back to the next lower figure.
2. A board rule on which the 1/2" is clearly marked should be used.
3. Tapering lumber in standard lengths must be measured one-third the length of the piece from the narrow end.

TALLY

1. A piece tally in feet must be made of all lumber. All lumber of standard grades and thicknesses must be tallied face or surface measure, and this tally must be the number of feet, board measure, of 1" lumber. If the lumber is thicker than 1", then the tally so obtained must be multiplied by the thickness as expressed in inches and fractions of an inch. All lumber less than 1" must be counted face measure. When strips or stock widths are measured, a tally showing widths and lengths must be made.

HEART

1. Heart, where the extent or damage does not exceed the equivalent of standard defects allowed, will be admitted in the grade of Firsts and Seconds.
2. In the grade of No. 1 Common, no piece shall contain heart to exceed one-half its length in the aggregate.

SEASON CHECKS

1. Ordinarily season checks are not to be considered defects, but if of so serious a character as to damage the lumber they are to be considered by the inspector.

SPLITS

1. Six inches of straight split in one end, or its equivalent in both ends, will not be considered a defect in the grade of Firsts and Seconds.

SAP

1. Bright sap is no defect unless so stated under caption of the respective woods.

STAIN

1. Stain that will surface off in dressing to the standard thickness must not be considered a defect.

BURLS

1. Burls that do not contain knots or unsound centers shall not be considered defects.

WANE

1. In the grade of Firsts and Seconds, wane along the edge not exceeding one-sixth the length of the piece, or its equivalent at one end or both ends, not exceeding in thickness one-half the thickness of the piece, and not exceeding in width, as shown in the following table, is not a defect:

1 1/2" in width in 1 1/2", 5/8", 3/4", 1", 1 1/4", 1 1/2", 1 3/4" and 2" lumber.

1" in width in 2 1/2" and standard lumber.

Standard Defects

1. One Knot 1 1/4" in diameter.
2. Two Knots not exceeding in extent or damage one 1 1/4" knot.
3. Splits. In lumber of standard width, split not diverging more than 1" to a foot, and not exceeding in length in inches the surface measure of the piece in feet, but not more than two defects of this character are admitted in a piece of the grade of Firsts and Seconds. Firsts and Seconds sold in one series of special widths 16" or wider will not allow more than one standard defect of this character in any piece.
4. Wane in excess of free wane allowed in Firsts and Seconds grade must be considered as standard defects in the proportion of 1" in width, one sixth the length of the board, extending parallel with the edge, or its equivalent at one or both ends, as one standard defect.
5. Worm, Grub, Knot, and Rattling Pin Holes, not exceeding in extent or damage one 1 1/4" knot.
6. Heart and other defects not enumerated as standard defects that do not damage the piece more than the standard defects allowed, are equivalent defects and must be so considered by the inspector.

DEFINITIONS

CUTTINGS

1. The word **Cutting** as used in these rules means a portion of a board or plank obtained by cross cutting, by ripping, or by both.
2. The term **Clear Face Cutting**, as used in these rules, means a cutting having one face clear and the reverse face sound.
3. The term **Sound Cutting**, as used in these rules, means a cutting free from rot and shake, and other defects which materially impair the strength of the piece.

GOOD EDGE

1. The term **Good Edge**, as used in these rules, will admit no unsound defects, excepting a slight amount of wane, not to exceed one-third the length and one-third the thickness of the piece, or its equivalent in other defects.

STANDARD GRADES

1. The standard grades of hardwood lumber are found under the caption of the respective woods. Firsts and Seconds are combined as one grade.
2. The percentage of Firsts in the combined grade of Firsts and Seconds to be as follows:
3. Poplar, not less than 50%.
4. African and Mexican Mahogany, not less than 35%.
5. Tupelo, Plain Oak, Quartered Sycamore, White Ash, Plain Oak, Chestnut, Red Gum, Sap Gum, Cottonwood, Black Gum, Magnolia, Locust, Hackberry, and Willow, not less than 33 1/3%.
6. Cherry, Beech, Soft Elm, Buckeye, Quartered Oak, Quartered Red Gum, and Quartered Red Gum sap, no defect, not less than 25%.

STANDARD LENGTHS

1. Standard lengths are 4', 5', 6', 7', 8', 9', 10', 11', 12', 13', 14', 15' and 16', but not over 15% of odd lengths are admitted.
2. In the grade of Firsts and Seconds the lengths are 8' to 16', but there must not be more than 20% under 12' and not to exceed 10% of 8' and 9' lengths, except as otherwise specified.

STANDARD THICKNESSES

1. The standard thicknesses of hardwood lumber are: 1/4", 3/8", 1/2", 5/8", 3/4", 1", 1 1/4", 1 1/2", 1 3/4", 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5", 5 1/2" and 6".
2. The standard thicknesses for surfaced lumber are as follows:

Rough	Surfaced
3/8"	surfaced two sides to 3/16"
1/2"	surfaced two sides to 5/16"
5/8"	surfaced two sides to 7/16"
3/4"	surfaced two sides to 9/16"
1"	surfaced two sides to 1 1/16"
1 1/4"	surfaced two sides to 1 3/32"
1 1/2"	surfaced two sides to 1 11/32"
1 3/4"	surfaced two sides to 1 1/2"
2"	surfaced two sides to 1 8/16"
2 1/2"	surfaced two sides to 2 1/4"
3"	surfaced two sides to 2 3/4"
3 1/2"	surfaced two sides to 3 1/4"
4"	surfaced two sides to 3 3/4"

3. Lumber surfaced on one side only must be 1/16" full of the above thickness.

ASH

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
5', 1 standard defect or its equivalent.
8', 2 standard defects or their equivalent.
12', 3 standard defects or their equivalent.
16', 4 standard defects or their equivalent.
20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6' and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 50% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4' and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4' wide, 6' and 7' long, must be clear.
5. Pieces 4' wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4' wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3' and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.
4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

NO. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5", 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

BASSWOOD

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure may be clear. Pieces 10' to 15' surface measure may

have one standard defect, or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6' and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4' and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10' and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4' wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3' and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.
4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

NO. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of the strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges; the reverse face must be sound.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

WAGON BOX BOARDS

1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
2. Lengths: 11' to 16'.
3. Thickness: Must be 1" thick when shipping dry.
4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
5. 11' lengths will admit 3" splits in one end, or their equivalent in one or both ends.
6. 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.
7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.
8. NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.
9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

BAY POPLAR (TUPELO)

Jointly Adopted by American Hardwood Manufacturers' Association and The Southern Cypress Manufacturers' Association.

1. Thicknesses and lengths: Standard.
 2. Widths: 3" and over wide.
- FIRSTS**
1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

NO. 1 COMMON

1. No. 1 Common must be 4' and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4' wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3' and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. No. 3 Common must be 3' and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

WAGON BOX BOARDS

1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
2. Lengths: 11' to 16'.
3. Thickness: Must be 1" thick when shipping dry.
4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
5. 11' lengths will admit 3" splits in one end, or their equivalent in one or both ends.
6. 12', 13', 15' and 16' lengths will admit of a

12" split in one end, or its equivalent in one or both ends.

7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.

8. NOTE: Five per cent in fact of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.

9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

B AND BETTER

1. Thicknesses: 1" to 2".
2. Widths: Shall be specified, 4", 5", 6", 8", 10" and 12", and may be furnished in assorted widths 4" to 12", admitting 20% of 7", 9" and 11" widths. May also be furnished in random widths, 13" and wider.

3. Lengths: 8' to 20'.
4. Shall be graded from the better side. Slightly discolored sap is no defect.

5. Pieces 4' and 5' wide shall be free from defects.

6. Pieces 6" to 8" wide may have one standard knot or an equivalent defect.

7. Pieces 10' wide may have one standard knot and one other equivalent defect.

8. Pieces 12" wide may have two standard knots and one other equivalent defect.

9. Pieces wider than 12" will admit additional defects in proportion as width increases.

C

1. Thicknesses: 1" to 2".
2. Widths: Shall be specified, 4", 5", 6", 8", 10" and 12", and may be furnished in assorted widths 4" to 12" admitting 20% of 7", 9" and 11" widths.

3. Lengths: 6' to 20'.

4. Shall be graded from the better side. Sound discolored sap is no defect. Standard knots, pin worm holes, and other defects will be admitted, but none that will prevent the use of each piece in its full length and width as a paint grade.

BEECH

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6' and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
5', 1 standard defect or its equivalent.
8', 2 standard defects or their equivalent.
12', 3 standard defects or their equivalent.
16', 4 standard defects or their equivalent.
20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 3" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12" and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings;

pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.

4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crates, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of the strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

4. Pieces 3 1/2", 4", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges; the reverse face must be sound.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

SELECTED RED BIRCH

1. Selected Red Birch must grade the same as Birch except as follows:

2. Pieces 5" wide must show one face all red.
3. Pieces 6" and over wide must show at least 75% red on one face.

BIRCH

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
5', 1 standard defect or its equivalent.
8', 2 standard defects or their equivalent.
12', 3 standard defects or their equivalent.
16', 4 standard defects or their equivalent.
20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.

3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.

5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.

4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

No. 4 COMMON

1. No. 4 common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.

6. Measurement must be made at narrow part of the strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges; the reverse face must be sound.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

BUCKEYE

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Second must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
5', 1 standard defect or its equivalent.
8', 2 standard defects or their equivalent.
12', 3 standard defects or their equivalent.
16', 4 standard defects or their equivalent.
20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3".

The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4' and over wide, 2' lengths, 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
2. Pieces 4' and 5' long must be clear.
3. Pieces 4' wide, 6' and 7' long, must be clear.
4. Pieces 4' wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4' wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
5. Pieces 6' long, 5' to 8' wide, may have one standard defect; pieces 6' long, 9' and over wide, may have two standard defects.
6. Pieces 5' to 7' wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5' to 7' wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
7. Pieces 8' and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8' and over wide, 10' to 16' long, must work 66 2/3% clear face in not over three cuttings; pieces 8' and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
8. No cutting to be considered which is less than 4' wide by 2' long or 3' wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3' and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3' to 7' wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3' to 7' wide, 11' and over long, must work 50% clear face in not over four cuttings.
3. Pieces 8' and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8' and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8' and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
4. No cutting to be considered which is less than 3' wide by 2' long.

No. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3' and over wide.
3. Each piece must contain at least 50% sound cutting.
4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

WAGON BOX BOARDS

1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
2. Lengths: 11' to 16'.
3. Thickness: Must be 1" thick when shipping dry.
4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
5. 11' lengths will admit 3" splits in one end, or their equivalent in one or both ends.
6. 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.
7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.
8. NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.
9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

BUTTERNUT

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. All odd lengths must be measured.

FIRSTS AND SECONDS

1. Firsts and Seconds are a combined grade and must be 6" and over wide, 8' and over long, and not to exceed 45% under 10' long.
2. Pieces 8' and over long, 6" and 7" wide, may have one standard defect or its equivalent.
3. Pieces 8' and over long, 8" and 9" wide, may have two standard defects or their equivalent.
4. Pieces 8' and 9' long, 10" and over wide, may have two standard defects or their equivalent.
5. Pieces 10' and over long, 10" and over wide, may have three standard defects or their equivalent.

SELECTS

1. Selects must be 4' and over wide, 6' and over long, admitting 50% under 10' long and 10% may be 6' and 7' long.
2. Pieces 6' and over long, 4" and 5" wide, must have one clear face and two good edges, and the reverse side not below grade of No. 1 Common.
3. Pieces 6' and 7' long, 6" and over wide, must have one clear face and two good edges, and the reverse side not below the grade of No. 1 Common.
4. Pieces 8' and over long, 6" and over wide,

must not grade below seconds on best face and not below No. 1 Common on poor side.

5. Will admit pieces 8' and over long with one clear face, the reverse side sound but not below the grade of No. 2 Common.

6. In lumber 5/4" and less in thickness 20% of the quantity may grade not below No. 2 Common on the poor side, provided it will work 80% sound.

No. 1 COMMON

1. No. 1 Common must be 4' and over wide, 4' and over long.
2. Pieces 4' and over wide must work 66 2/3% clear face; no cutting to be considered which does not contain 144 square inches.
3. The minimum width of any cutting to be 3", the minimum length of any cutting to be 24". Each cutting in this grade must have one clear face and the reverse side must be sound.

No. 2 COMMON

1. No. 2 Common will admit all lumber below the grade of No. 1 Common that will cut 50% clear face in pieces containing 72 or more square inches. The reverse face of all cuttings must be sound. The minimum width of any cutting to be 2".

No. 3 COMMON

1. No. 3 Common must be 3' and over wide, 4' and over long, and must contain at least 25% of sound cuttings.
2. Minimum width of cutting 1 1/2", and no cutting considered which contains less than 36 square inches.

CHERRY

1. Thicknesses and lengths: Standard.
2. Widths: 3' and over wide.
3. One inch of bright sap in the aggregate is a standard defect in the grades of Firsts and Seconds and Selects.

4. Gum spots, if excessive, will reduce a piece one or more grades.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 4' and over wide.
3. Inspection to be made from the good side of the piece.
4. Pieces 6' and 7' must be clear red one face and sound on the reverse side.
5. Pieces 4' and 5' wide, 8' and over long, must have one clear red face and be sound on the reverse side.
6. Pieces 6' and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side must work at least 80% sound.
7. This grade may also include pieces other than those described above below the grade of seconds that will work at least 80% clear red face, as follows:
 - 12' and shorter, two cuttings.
 - 13' and longer, three cuttings.

No. 1 COMMON

1. No. 1 Common must be 4' and over wide, 4' and over long, not to exceed 10% of 4' to 7' lengths.
2. In the common grades color shall be determined from the red face.
3. Pieces 4' and 5' long must be clear red face.
4. Pieces 4' wide, 6' and 7' long, must be clear red face.
5. Pieces 4' wide, 8' to 11' long, must work 66 2/3% clear red face in not over two cuttings; pieces 4' wide, 12' to 16' long, must work 66 2/3% clear red face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5' to 8' wide, may have one standard defect; pieces 6' long, 9' and over wide, may have two standard defects. Pieces 6' long must have one red face.
7. Pieces 5' to 7' wide, 7' to 11' long, must work 66 2/3% clear red face in not over two cuttings; pieces 5' to 7' wide, 12' and over long, must work 66 2/3% clear red face in not over three cuttings.
8. Pieces 8' and over wide, 7' to 9' long, must work 66 2/3% clear red face in not over two cuttings; pieces 8' and over wide, 10' to 13' long, must work 66 2/3% clear red face in not over three cuttings; pieces 8' and over wide, 14' and over long, must work 66 2/3% clear red face in not over four cuttings.
9. No cutting to be considered which is less than 4' wide by 2' long or 3' wide by 3' long.

No. 2 COMMON

1. Gum spots are no defect.
2. No. 2 Common must be 3' and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
3. Pieces 3' to 7' wide, 4' to 10' long, must work 50% clear red face in not over three cuttings; pieces 3' to 7' wide, 11' and over long, must work 50% clear red face in not over four cuttings.
4. Pieces 8' and over wide, 4' to 9' long, must work 50% clear red face in not over three cuttings; pieces 8' and over wide, 10' to 13' long, must work 50% clear red face in not over four cuttings; pieces 8' and over wide, 14' and over long, must work 50% clear red face in not over five cuttings.
5. No cutting to be considered which is less than 3' wide by 2' long.

No. 3 COMMON

1. No. 3 Common must be 3' and over wide, 4' and over long and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.
2. Thickness: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches. All fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. No sap is admitted on face side of piece.
3. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Cuttings must be free of sap on face side.
3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3' wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

No. 2 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2' wide by 2' long. The reverse face of cuttings must be sound.

CHESTNUT

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6' and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4' and over wide, 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
2. Pieces 4' and 5' long must be clear.
3. Pieces 4' wide, 6' and 7' long, must be clear.
4. Pieces 4' wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4' wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
5. Pieces 6' long, 5' to 8' wide, may have one standard defect; pieces 6' long, 9' and over wide, may have two standard defects.
6. Pieces 5' to 7' wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5' to 7' wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
7. Pieces 8' and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8' and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8' and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

- 1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
- 2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
- 3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
- 4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- 1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

FIRSTS AND SECONDS WORMY

- 1. Lengths: 6' and over long, 25% may be 6', 7', and 8', and not to exceed 5% under 8'.
- 2. Widths: 6" and over wide.

FIRSTS

- 1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- 1. Seconds must be 6" and over wide.
- 2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.
- 3. In addition to the above, the grade of Firsts and Seconds Wormy will admit worm holes without limit.

No. 1 COMMON WORMY

- 1. Lengths: 4' and over long, 20% may be 4', 5', 6', 7' and 8', and not to exceed 5% under 8'.
- 2. Widths: 4" and over wide.
- 3. Other widths and lengths must work 66 2/3% clear face as follows:

Widths	Lengths	No. Pieces
4" to 11"	6' to 11'	2
4" to 11"	12' to 16'	3
4" to 11"	17' to 20'	4
12" to 15"	6' to 11'	3
12" to 15"	12' to 16'	4
12" to 15"	17' to 20'	5
16" and over	6' to 11'	4
16" and over	12' to 16'	5
16" and over	17' to 20'	6
- 4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 4". The smallest cutting allowed must contain 144 square inches.
- 5. In addition to above will admit worm holes without limit.

COTTONWOOD

- 1. Thicknesses and lengths: Standard.
- 2. Widths: 3" and over wide.
- FIRSTS**
 - 1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- 1. Seconds must be 6" and over wide.
- 2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

- 1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
- 2. Widths: 5" and over wide.
- 3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
- 4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
- 5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 18' and longer, three cuttings.
- 6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

- 1. No. 1 Common must be 4" and over wide, 12' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
- 2. Pieces 4' and 5' long must be clear.
- 3. Pieces 4" wide, 6' and 7' long, must be clear.
- 4. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
- 5. Pieces 6' long, 5" to 8" wide, may have

one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

- 7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

- 8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

- 9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

- 1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
- 2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
- 3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
- 4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- 1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

- 1. Grades: Clear, No. 1 Common.
- 2. Thicknesses: Standard.
- 3. Lengths: 6' to 16'.
- 4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
- 5. Inspection on all grades must be made from the good side of the piece.
- 6. Measurement must be made at narrow part of the strip inside of beveled edges.
- 7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

- 1. Lengths: 8' to 16'.
- 2. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

- 1. Lengths: 6' to 16'.
- 2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
- 3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
- 4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
- 5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

PANEL AND WIDE No. 1

- 1. Lengths: 6' to 16'.
- 2. Widths: 18" and over.
- 3. Thicknesses: 3/8" to 2".
- 4. Sound discolored sap is no defect.
- 5. Splits not exceeding 6" in length in one end of the piece are not to be considered as defects.
- 6. Panel and Wide No. 1 is a combined grade and must contain at least 50% panel.

PANEL

- 1. Lengths: 8' to 16', admitting of not to exceed 20% of 8', 9' and 10' lengths.
- 2. 50% of the total quantity must be clear on both sides. The balance of the quantity may contain defects, provided 90% of the piece can be used for panels in cuttings 4' or over long by the full width of the piece.

WIDE No. 1

- 1. Lengths: 6' to 16'.
- 2. Pieces 6' and 7' long must be clear.
- 3. Pieces 8' and over long will admit defects provided 75% of the piece can be used for panels in cuttings 4' or over long by the full width of the piece.

WAGON BOX BOARDS

- 1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
- 2. Lengths: 11' to 16'.
- 3. Thickness: Must be 1" thick when shipping dry.
- 4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
- 5. 11' lengths will admit 3" splits in one end, or their equivalent in one or both ends.
- 6. 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.
- 7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound

standard defect, or its equivalent, showing on one side.

NOTE: Five per cent deduction in payment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards, separate tally to be kept of such boards, showing reduction in measurement.

Inspectors are cautioned that woody cottonwood and lumber so warped that it cannot be used for box boards must be excluded from this grade.

CYPRESS

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GENERAL INSTRUCTIONS

- 1. The aim of these grading rules is to harmonize the natural differences which exist in the timber sawed at the various mills in this Association, in an effort to make the shipments of lumber from the different mills uniform and of equal intrinsic value, grade for grade.
- 2. To that end cypress lumber shall be graded according to the following rules and specifications bearing in mind, that as no arbitrary set of rules and specifications can be maintained in every case, much must be left to the common sense and best judgment of the inspector.
- 3. In considering these grading rules it should be borne in mind that the lower line pieces are described and a series of defects are admitted in some grades, the very nature of which will prevent all of them from appearing in the same piece. The grade will include all pieces up to the next higher grade, and the material will be of a better average quality than the permitted defects would indicate.
- 4. Lumber shall be manufactured and shipped in standard lengths and thicknesses.
- 5. All lumber shall be tallied surface or face measure, the tally counted up, and the one-quarter or one-half added to the total where the lumber is one and one-quarter or one and one-half inches thick, and two inches and thicker to be multiplied by the thickness.
- 6. In the measurement of all random length lumber, fractions exactly on the one-half foot are to be given alternately to the buyer and the seller; the fractions below the one-half foot are to be dropped, and all fractions above the one-half foot are to be counted to the next higher figure on the board rule.
- 7. In "line boards," pieces 14' and longer shall be given the advantage in grade; pieces 12' and shorter shall be reduced in grade.
- 8. Recognized defects in cypress are knots, knot holes, shakes, splits, wane, worm holes, stained sap and peck.

STANDARD DEFECTS

- 1. A standard knot is sound and not to exceed 1 1/4" in diameter.
- 2. A small sound knot is one not exceeding 3/4" in diameter.
- 3. Two small knots not to exceed in extent or damage one 1 1/4" knot.
- 4. One straight split not to exceed in length the width of the piece.
- 5. Worm holes not exceeding in damage one standard knot.
- 6. Ordinary season checks shall not be considered a defect in any grade.
- 7. Ordinary season checks are such as occur in lumber properly covered on yard, or season checks of equal size in kiln dried lumber.

STANDARD LENGTHS

- 1. Tank, factory select, shop, select common, heart select common, No. 1 common, flooring, ceiling, partition, bevel siding, bungalow bevel siding and drop siding shall be 8' and longer.
- 2. A, B and C shall be 10' to 20'.
- 3. No. 2 common, box, peck, mouldings, panel stock and battens shall be 6' to 20'.
- 4. Mouldings, panel stock and battens of all sizes, bevel siding, bungalow bevel siding, flooring, ceiling and partition will admit odd lengths below 10'.

STANDARD FINISHED SIZES OF CYPRESS
1. All lumber shipped in the rough shall be of sufficient thickness or width to S2S or S2E to standard thickness or width, as follows:

THICKNESSES

- 4/4 lumber S1S or S2S shall be 13/16" thick.
- 5/4 lumber S1S or S2S shall be 1 1/8" thick.
- 6/4 lumber S1S or S2S shall be 1 3/8" thick.
- 8/4 lumber S1S or S2S shall be 1 3/4" thick.
- 10/4 lumber S1S or S2S shall be 2 1/4" thick.
- 12/4 lumber S1S or S2S shall be 2 3/4" thick.
- All flooring and partition shall be S2S and 4'.
- 4' flooring shall be 1 3/16" thick.
- 5'4' flooring shall be 1 1/8" thick.
- 6'4' flooring shall be 1 3/8" thick.
- 3/8" ceiling shall be worked 5/16", S1S only.
- 1/2" ceiling shall be worked 7/16", S1S only.
- 5/8" ceiling shall be worked 9/16", S1S only.
- 3/4" ceiling shall be worked 11/16", S1S only.
- 3/8" panel stock S2S shall be 7/32".
- 1/2" panel stock S2S shall be 5/16".
- 5/8" panel stock S2S shall be 7/16".
- 3/4" panel stock S2S shall be 9/16".
- 2, 5/4", 6/4" and 8/4" Baluster stock shall be worked to same finished thickness as lumber.
- 3, 3x3" to 8x8" Turning Squares S4S shall be 1/4" less than the rough sizes.
- 4, Ceiling up to 3 1/4" face to have one bead on one edge and ceiling wider than 3 1/4" face to be beaded center and edge.
- 5, Drop Siding, either D. & M. or Shiplap, shall be 13/16" thick.
- 6, Shiplap, or D. & M., shall be 13/16" thick.
- 7, Grooved Roofing shall be 13/16" thick.

WIDTHS

- 1. All lumber S1E takes off 3/8". S2E, 1/2".
- 2. 4/4" and thicker flooring, ceiling and partition shall be 2 1/4", 3 1/4", 4 1/4", 5 1/4" face.

3. 5", 6" and 8" baluster stock shall be same width as finished thickness.
 4. Drop Siding, D. & M. shall be 3 1/4" and 1 1/4" thick. When worked straight it shall be 1 1/2" over all, allowing 1/2" for lap.
 5. 8", 10" and 12" ship lap shall be worked 7", 9" and 11" respectively.
 6. 8", 10" and 12" D. & M. shall be worked 7 1/4", 9 1/4" and 11 1/4" respectively.
 7. Grooved roofing shall be worked 9 1/2" and 11 1/2" face, size of groove 1/2" wide, 1/4" deep, located 1/3 16" from outer edge of groove to edge of board.
 8. Bevel siding or bevel cribbing shall be worked 1/2" less in width than the rough strip measure.

TANK

1. Thicknesses: 1 1/2", 2", 2 1/2", 3" and 4".
 2. Width: Shall be random widths, 5" and over wide.
 3. Length: 8' and longer.
 4. Shall be graded from the poorer side. Shall be free from sap.
 5. Sound knots that do not impair the usefulness of the piece for tank purposes will be admitted.

A

1. Thickness: 1" to 4".
 2. Width: Shall be specified widths, 4", 5", 6", 8", 10", 12", 14", 16", 18", 20" and wider and 24" and wider, and may be furnished in assorted widths 4" to 12", admitting 20% of 7", 9" and 11" widths, and may also be furnished in random widths 13" and wider.
 3. Lengths: 10' to 20'.
 4. Shall have a perfect face, free from sap, knots or other defects. The reverse side shall not be poorer than "B."

B

1. Thickness: 1" to 4".
 2. Width: Shall be specified widths, 4", 5", 6", 8", 10", 12", 14", 16", 18", 20" and wider and 24" and wider, and may be furnished in assorted widths 4" to 12", admitting 20% of 7", 9" and 11" widths, and may also be furnished in random widths 13" and wider.
 3. Length: 10' to 20'.
 4. Shall be graded from the better side, the reverse side shall not be poorer than C.
 5. Pieces 4" and 5" wide will admit 1" of bright sap and shall be free from knots and other defects.
 6. Pieces 6" wide may have 1" of bright sap and one small sound knot.
 7. Pieces 8" wide may have 2" of bright sap and one standard knot, or in lieu of one standard knot, two small sound knots.
 8. Pieces 10" wide may have 3" of bright sap, and one standard knot, or in lieu of one standard knot, three small sound knots.
 9. Pieces 12" wide may have 4" of bright sap and one standard knot, or in lieu of one standard knot, four small sound knots.
 10. Pieces wider than 12" will admit any amount of bright sap and will admit other defects in proportion as width increases.

C

1. Thickness: 1" to 4".
 2. Width: Shall be specified widths, 4", 5", 6", 8", 10", 12", 14", 16", 18", 20" and wider and 24" and wider, and may be furnished in assorted widths 4" to 12", admitting 20% of 7", 9" and 11" widths, and may also be furnished in random widths 13" and wider.
 3. Pieces wider than 12" will admit defects in proportion as width increases.
 4. Length: 10' to 20'.
 5. Shall be graded from the better side but the reverse side shall not be poorer than No. 1 Common.
 6. Small sound knots, sound sap, bright or stained, a reasonable amount of pin worm holes and other defects will be admitted, but none that will prevent the use of each piece in its full width and length as a paint grade.
 7. Pieces 8" to 12" wide will also admit one standard knot.

FACTORY SELECTS

1. Thickness: 1" to 4".
 2. Width: 1" thickness shall be 5" wide or wider, 1 1/4" and thicker shall not be less than 5 1/4" wide.
 3. Length: 8' to 20'.
 4. Shall be graded from the poorer side.
 5. In the cuttings bright sap shall be admitted. The cuttings shall otherwise be free from defects. Parts not included in the stipulated percentage of good cuttings may be thin and may be of any grade.
 6. 1" thickness shall cut at least 80% of cuttings or rippings or both, as follows: 5 1/4" wide or wider, by 3" long or longer; 9" wide or wider, by 2 1/4" long or longer, and strips 2" wide or wider, ripped the entire length of the piece from pieces 8' to 12' long, and 2" wide or wider, 12' long or longer, ripped from pieces 14' and longer.
 7. 1 1/4" and thicker shall cut at least 80% of cuttings and rippings or both, as follows: 5 1/4" wide or wider, by 3" long or longer; 9" wide or wider, by 2 1/4" long or longer, and strips 2" wide or wider, ripped the entire length of the piece from pieces 8' to 12' long, and strips 2" wide or wider, 12' or longer, ripped from pieces 14' or longer.

SHOP

1. Thickness: 1" to 4".
 2. Width: 1" thickness shall be 5" wide or wider, 1 1/4" and thicker shall not be less than 5 1/4" wide.
 3. Length: 8' to 20'.
 4. Shall be graded from the poorer side.
 5. This grade shall cut for factory use 50% to 80% of the same size cuttings or rippings or both as the corresponding thickness in the grade of Factory Selects.
 6. Bright sap shall be admitted in the cuttings, which shall otherwise be free from defects.
 7. Parts not included in the stipulated percentage of good cuttings may be thin and may be of any grade.

SELECT COMMON

1. Thickness: 1" and thicker.
 2. Width: Shall be specified widths, 3", 4", 5", 6", 8", 10" and 12" wide.
 3. Length: 8' to 20'.
 4. Will admit sound sap, bright or stained, sound knots, a small amount of tight shake, season checks, also end checks not over 6" in length, and a reasonable amount of pin worm holes well scattered over the piece.
 5. Pieces 3" to 6" wide will not admit knots over 1 1/2" in diameter.
 6. Pieces 8" to 12" wide will not admit knots over 2" in diameter.
 7. Shall be graded from the better side. On the reverse side the knots may be larger and coarser and a slight amount of peck will be admitted, but such defects shall not be coarse enough to materially impair the strength of the piece.

HEART SELECT COMMON

1. This grade shall be the same as Select Common, except that sap and pin worm holes will not be admitted.

No. 1 COMMON

1. Thickness: 1" and thicker.
 2. Width: Shall be specified 3", 4", 5", 6", 8", 10" and 12" wide.
 3. Length: 8' to 20'.
 4. Shall be graded from the better side. Will admit sound sap, bright or stained, shake, season checks, pin worm holes, tight knots, straight end splits not exceeding in length the width of the piece, a slight amount of peck on one or both sides of pieces comparatively free from other defects, slight wane on one or both edges, not to exceed one-third the length of the piece, and other defects which will not prevent its use in the rough for common purposes in its full length and width.

No. 2 COMMON

1. Thickness: 1" and thicker.
 2. Width: Shall be specified widths, 3", 4", 5", 6", 8", 10" and 12" wide.
 3. Length: 6' to 20'.
 4. Shall be graded from the better side. Will admit all defects allowed in No. 1 common and will also admit unsound knots and slight peck on both sides. The defects shall not, however, be sufficient to prevent the use of each piece in its full length and width for common sheathing and fencing purposes.

BOX

1. Thickness: 1" to 2".
 2. Width: Shall be random width 3" and wider.
 3. Length: 6' to 20'.
 4. Each piece shall contain 66 2/3% or more of sound cuttings, no single cutting to contain less than 72 square inches. No piece of cutting can be shorter than 2", nor narrower than 3". Sound cuttings will admit all the defects allowed in No. 1 Common. The waste material may be thin or absolutely worthless.

PECK

1. Thickness: 1" and thicker.
 2. Width: Shall be random or specified, 3" and wider.
 3. Length: 6' to 20'.
 4. Shall admit the product of that part of the log known as pecky. Each piece shall have sufficient strength to permit its use as a low-grade sheathing, fencing, or foundation material.

SWITCH TIES

1. Shall be cut to size and length specified.
 2. Ends of ties shall be sawed square, and a variation of 1/2" longer or shorter than the length ordered will be allowed.
 3. Shall be practically all heart, free from damaging knots, shake and splits.
 4. Slight peck shall not be considered a defect.

CROSS TIES

1. Shall be cut to size and length specified.
 2. A variation of 1" longer or shorter than the length ordered will be allowed. Shall be practically all heart, free from damaging knots, shake and splits. Peck will be admitted, but there must be enough of sound wood in the ties to permit of proper splicing.

PANEL STOCK

1. Thickness: 3/8", 1/2", 5/8" and 3/4".
 2. Widths: Shall be random width, 8" and wider.
 3. Lengths: 6' to 20', admitting not over 15% of 6' to 10', and not to exceed 5% under 10'. Odd lengths admitted.
 4. Shall be graded from the poorer side, B and better, except that bright sap will not be considered a defect.

ELM—ROCK

1. Thicknesses and lengths: Standard.
 2. Widths: 3" and over wide.
 3. In the grade of Firsts and Seconds 30% of 8' to 10' lengths will be admitted.

FIRSTS AND SECONDS

1. Firsts and Seconds are combined as one grade.
 2. Bird pecks not exceeding 1/2" in length, 1/4" in width, admitted if sound, but if excessive must be considered by the inspector.
 3. Widths: 4" and over wide.
 4. Pieces 4" wide must be clear.
 5. Standard defects admitted in pieces 5" and over wide, according to surface measure, as follows:
 5', 1 standard defect or its equivalent.
 8', 2 standard defects or their equivalent.
 12', 3 standard defects or their equivalent.
 18', 4 standard defects or their equivalent.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide, 4' and over long, not to exceed 5% of 4" widths.
 2. Pieces 4' and 5' long must be clear.
 3. Pieces 4", 6" and 7" wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
 4. Pieces 8" and over wide, 6' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must

work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

5. No cutting to be considered which is less than 4" wide by 2' long, or 3" wide by 3' long.

No. 2 COMMON

1. Lengths: 4' and over long, admitting 25% of 4', 5' and 6' lengths, but not more than 10% may be under 6'.
 2. Widths: 3" and over wide.
 3. Pieces 4' long must be clear one face.
 4. Pieces 5' and longer must work at least 50% clear face.
 5. The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3"; the smallest cutting allowed must contain 72 square inches.

No. 3 COMMON

1. Lengths: 4' and over long.
 2. Widths: 3" and over wide.
 3. Each piece must contain at least 50% sound cutting.
 4. The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3". The smallest cutting allowed must contain 72 square inches.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

ELM—SOFT

1. Thickness and lengths: Standard.
 2. Widths: 3" and over wide

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
 2. Standard defects are admitted according to surface measure as follows:
 5', 1 standard defect or its equivalent.
 8', 2 standard defects or their equivalent.
 12', 3 standard defects or their equivalent.
 16', 4 standard defects or their equivalent.
 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 36% under 12' and not to exceed 5% of 6' and 7'.
 2. Widths: 3" and over wide.
 3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
 4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
 5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
 6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide.
 2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
 3. Pieces 4' and 5' long must be clear.
 4. Pieces 4" wide, 6' and 7' long, must be clear.

5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
 6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
 7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
 8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
 9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
 2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
 3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
 4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

BLACK GUM

1. Thicknesses and lengths: Standard.
 2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and

over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

6. Pieces 6" long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

QUARTER SAWN BLACK GUM

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. 80% of the width of each piece must have the radial grain running 45° or less with one surface of the piece.
4. 10% of Quarter Sawn Black Gum may be 1/16" scant on one edge, provided the other edge is full standard thickness when shipped dry.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 5" and over wide.
2. Pieces 5" wide must be clear.
3. Standard defects are admitted in widths 6" and over according to surface measure, as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', and over, 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 15". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.

5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

6. Pieces 6' long, 5" to 8" wide, may have

one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

PLAIN SAWN RED GUM

1. In Firsts and Seconds pieces 6" and 7" wide may have 1/2", and pieces 8" and wider, 1" of bright or sound discolored sap on one face and not to exceed one-fifth in the aggregate on the reverse face.

2. Thicknesses and lengths: Standard.

3. Widths: 3" and over.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 5" and over wide.

2. Standard defects are admitted according to surface measure as follows:

- 5', 1 standard defect or its equivalent.
- 8', 2 standard defects or their equivalent.
- 12', 3 standard defects or their equivalent.
- 16', 4 standard defects or their equivalent.
- 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not to exceed 30% under 12' and not to exceed 5% of 6' and 7'.

2. Widths: 5" and over wide.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear red one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear red face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 15". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. In the common grades color shall be determined from the red face.

2. Widths: 4" and over wide.

3. Lengths: 4' and over long, but not more than 10% may be 4', 5', 6' and 7' lengths.

4. Pieces 4' and 5' long must be clear red face.

5. Pieces 4" wide, 6' and 7' long, must be clear red face.

6. Pieces 4" wide, 8' to 16' long, must work 66 2/3% clear red face in not over two pieces in cuttings 2' and over long by the full width of the piece.

7. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects. Pieces 6' long must have one red face.

8. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear red face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear red face in not over three cuttings.

9. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear red face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear red face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear red face in not over four cuttings.

10. No cutting to be considered which is less than 4" by 2' long, or 3" wide by 3' long.

No. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear red face in not over three cuttings; pieces 3" to 7" wide, 11' and longer, must work 50% clear red face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear red face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear red face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear red face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.

6. Measurement must be made at narrow part of strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches, all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. No sap is admitted on face side of piece.
3. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Cuttings must be free of sap on face side.
3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

4. Pieces 2", 2 1/2" and 3" wide, 8' to 10' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.

6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

PLAIN SAWN RED GUM FIGURED WOOD

1. Figure is required in these grades and each piece shall be especially selected for markings and color tones producing a variegated effect. In the grade of Firsts and Seconds 90% of one face of each piece, and in the Common grades the face side of each cutting to show such markings. Otherwise the regular rules for grading Plain Sawn Red Gum shall apply.

QUARTER SAWN RED GUM

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. No figure is required in Quarter Sawn Red Gum in any grade.
4. 80% of the width of each piece must have the radial grain running 45 degrees or less with one surface of the piece.
5. 10% of Quarter Sawn Gum may be 1/16" scant on one edge provided the other edge is full standard thickness when shipped dry.

6. In the grades of Firsts and Seconds and Selects, pieces 5" wide must be free of sap, pieces 6" and 7" wide may have 3/4" of sound sap in the aggregate, and pieces 8" and over wide may have 1" of sound sap in the aggregate.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 5" and over wide.

2. Pieces 5" wide must be clear.

3. Standard defects are admitted in widths 6" and over according to surface measure, as follows:

- 5', 1 standard defect or its equivalent.
- 8', 2 standard defects or their equivalent.
- 12', 3 standard defects or their equivalent.
- 16', 4 standard defects or their equivalent.
- 20', and over, 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not to exceed 30% under 12' and not to exceed 5% of 6' and 7'.

2. Widths: 5" and over wide.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear red one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear red face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 15". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

1. In the common grades color shall be determined from the red face.

2. Widths: 4" and over wide.

3. Lengths: 4' and over long, but not more than 10% may be 4', 5', 6' and 7' lengths.

4. Pieces 4' and 5' long must be clear red face.

5. Pieces 4" wide, 6' and 7' long, must be clear red face.

6. Pieces 4" wide, 8' to 16' long, must work 66 2/3% clear red face in not over two pieces in cuttings 2' and over long by the full width of the piece.

7. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects. Pieces 6' long must have one red face.

8. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear red face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear red face in not over three cuttings.

1. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear red face in not over two cuttings; pieces 8" and over wide, 10' to 13' long must work 66 2/3% clear red face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear red face in not over four cuttings.

10. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 4" and over wide, 4' and over long, but not more than 10% of 4' in 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear red face in not over three cuttings; pieces 3" to 7" wide, 11' and longer, must work 50% clear red face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear red face in not over three cuttings. Pieces 8" and over wide, 10' to 13' long, must work 50% clear red face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear red face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

STRIPS

1. Grades: Clear, No. 1 Common.

2. Thicknesses: Standard.

3. Lengths: 6' to 16'.

4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.

6. Measurement must be made at narrow part of strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches, all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.

2. No sap is admitted on face side of piece.

3. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.

2. Cutting must be free of sap on face side.

3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.

6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

QUARTER SAWN RED GUM FIGURED WOOD

1. Figure is required in these grades and each piece shall be especially selected for markings and color tones producing a variegated effect. In the grades of Firsts and Seconds 90% of one face of each piece, and in the Common grades the face side of each cutting to show such markings. Otherwise the regular rules for grading Quarter Sawn Red Gum shall apply.

QUARTER SAWN RED GUM SAP NO DEFECT

The same rules apply as on Quarter Sawn Red Gum, except that bright or sound discolored sap shall not be considered a defect.

SAP GUM

1. Thicknesses and lengths: Standard.

2. Widths: 3" and over wide.

3. Bright or sound discolored sap is no defect in any grade.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.

2. Standard defects are admitted according to surface measure as follows:

5', 1 standard defect or its equivalent.

8', 2 standard defects or their equivalent.

12', 3 standard defects or their equivalent.

16', 4 standard defects or their equivalent.

20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.

2. Widths: 5" and over wide.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide, 4' and over long, but not more than 10% of 4' shorter than 10', and not to exceed 10% of 4' and 5' lengths.

2. Pieces 4' and 5' long must be clear.

3. Pieces 4" wide, 6' and 7' long, must be clear.

4. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

5. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

6. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

7. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

8. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. No. 3 Common must be 3" and over wide, 4' and over long and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

1. Grades: Clear, No. 1 Common.

2. Thicknesses: Standard.

3. Lengths: 6' to 16'.

4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.

6. Measurement must be made at narrow part of the strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.

2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.

2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

PANEL AND WIDE NO. 1

1. Lengths: 6' to 16'.

2. Widths: 18" and over wide.

3. Thicknesses: 3/8" to 2".

4. Sound discolored sap is no defect.

5. Splits not exceeding 6" in length in one end of the piece are not to be considered as defects.

6. Panel and Wide No. 1 is a combined grade and must contain at least 50% panel.

PANEL

1. Lengths: 8' to 16', admitting not to exceed 20% of 8', 9' and 10' lengths.

2. 50% of the total quantity must be clear both sides. The balance of the quantity may contain defects, provided 90% of the piece can be used for panels in cuttings 4' or over long by the full width of the piece.

WIDE NO. 1

1. Lengths: 6' to 16'.

2. Pieces 6' and 7' long must be clear.

3. Pieces 8' and over long will admit defects provided 75% of the piece can be used for panels in cuttings 4' or over long by the full width of the piece.

WAGON BOX BOARDS

1. Widths: Wide, 13" to 17". Narrow, 9" to 12".

2. Lengths: 11' to 16'.

3. Thickness: Must be 1" thick when shipping dry.

4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.

5. 11' lengths will admit 3' splits in one end, or their equivalent in one or both ends.

6. 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.

7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.

8. NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.

9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

HACKBERRY

1. Thicknesses and lengths: Standard.

2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.

2. Standard defects are admitted according to surface measure as follows:

5', 1 standard defect or its equivalent.

8', 2 standard defects or their equivalent.

12', 3 standard defects or their equivalent.

16', 4 standard defects or their equivalent.

20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.

2. Widths: 5" and over wide.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide, 4' and over long, but not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.

2. Pieces 4' and 5' long must be clear.

3. Pieces 4" wide, 6' and 7' long, must be clear.

4. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

5. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

6. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

7. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

8. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.

2. Widths: 3" and over wide.

3. Each piece must contain at least 50% sound cutting.

4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

(Continued on page 30a)

The Uses of Birch Veneer

The Sources of the Material and Various Uses to Which It Is Put

ABOUT HALF A DOZEN WOODS are more important than birch in the veneer industry, and several dozen fall below it. Its rank, therefore, is pretty high among the woods on which Americans depend for their veneers. Nearly twenty-five million feet of birch logs are consumed annually in the manufacture of veneer, and about half of the material comes from the forests of Wisconsin, with lesser amounts from Michigan and Maine, and a dozen other states.

Birch veneer is not all of the same kind or class. Three or four species of birch are large contributors to the general supply, and three or four other contribute little or none. All the producers of veneer among the birches belong in northern states, for birch is rather scarce farther south, and what is found in the southern region is not often reduced to veneer.

Sweet birch, that tastes like wintergreen, and yellow birch, furnish most of the veneer that goes into furniture, interior house finish, and musical instruments, while paper birch yields a pretty large quantity of certain kinds of veneer.

Little difference exists between the woods of the sweet and yellow birches. Both have white sapwood and red or brown heartwood, and both may have curly or figured wood, but usually the wood is plain.

It is not practicable to determine from statistics how much veneer is made from each of the different birches; but paper birch supplies a large share. Some of it is intended for the manufacture of thin dishes and plates, and some that is thicker is intended for the use of shoe manufacturers. A portion of the pegs with which heavy soles are fastened on are made from veneer. The shanks which are employed to stiffen the shoe between the ball of the foot and the heel, are cut from sheets of thick veneer, which is usually paper birch. When the shoe peg and the shoe shank reach their final use, they are not commonly recognized as veneer, having passed that stage and assumed another form.

Birch veneer is made in many thicknesses, but most of it is one-eighth of an inch or thicker. The high percentage of relatively thick stock is on account of the considerable quantity used in supplying shoe factories.

The choice wood of sweet and yellow birch, when reduced to veneer, is usually cut thin. That is true in particular, if it is intended for the surface of furniture, musical instruments, or interior house finish, and these are the situations where the best grades of veneer are commonly seen.

Nearly all birch veneer is cut by the rotary process. The quantity manufactured by sawing or slicing is almost negligible. Nearly twenty times as much birch is made into lumber as into veneer in the United States.

The red heartwood of sweet and yellow birch is frequently substituted for mahogany by manufacturers of furniture, finish, and musical instruments. It can be stained or otherwise treated by the wood finisher until it very closely resembles mahogany. However, the two woods don't look much alike until they have been artificially finished with stains. When that is properly done, the colors of the two so closely resemble that ordinarily birch will pass for mahogany. It is somewhat stronger than mahogany and is often substituted for that wood for spindles and posts where extra strength is wanted; but when these two woods are employed as surface veneer, one has little advantage over the other in the matter of strength.

The red heartwood of birch is also substituted for cherry with satisfactory results. It looks as much like cherry as like mahogany, but it differs from both if the wood is left plain. It lacks the grain of mahogany and the luster of cherry; but these differences may be largely overcome by the skill of the wood finisher. Birch is more plentiful and less costly than either cherry or mahogany, and that leads to its substitution for those expensive woods.

However, the largest use of birch is not as a substitute for any other wood, but under its own name and on its own account.

Investigations Lead to New Knowledge

The war has placed an opportunity in the hands of furniture and panel manufacturers to benefit by the increased knowledge of the peculiarities and characteristics of wood and glue.

Under the stress of war and the necessity of furnishing aircraft to the fighting front in large numbers and a short time, it was found necessary to supplement the information available on wood and glue by extensive additional research work on these two important construction materials. It was found in many instances that factories taking government contracts for aircraft and wagon work had in their desire to help, neglected to go into the situation thoroughly and found themselves unable to produce on schedule. The rigid government inspection showed them that their equipment was inadequate to meet the special demands placed upon it, and their knowledge of the peculiarities of the material was not sufficiently exact.

Many varied difficulties were encountered. Vehicle manufacturers had trouble drying stock. Lumber for wagons to be used in the hot, sandy sections required more thorough drying treatment than lumber for wagons to be used in more moist districts, and it was necessary to dry heavy stock quickly. Propeller manufacturers found that making propellers involved a great many more variables than the mere gluing of laminations and shaping the block—internal stresses occurred that caused warping and open joints in seemingly perfect blocks. Though they had been using glues for many years they soon discovered that there was a wide difference between high grade laminated work and the class of work ordinarily accepted as commercial standard. It is not surprising that the panel manufacturers making aircraft plywood for

Certus Cold Glue

(The Original Water-proof Glue)



Joint Glue remaining liquid a full working day after mixing.

1. Highest adhesive and water resisting quality.
2. In comparison lowest priced glue on the market.
3. Saves time, labor, heat and trouble.
4. When mixed with cold water ready for use in 15 minutes.
5. Suitable for all outside gluing even in cold and wet weather.
6. May be used in jointing machines.
7. Glues natural damp (not wet or green) as well as dry lumber, steel, brass, stone, glass, linoleum, cork, cloth, etc., to wood and leather.
8. Stands all climates, even the most humid.
9. Especially adaptable for use in gluing hardwoods of all kinds.
10. Uniform government inspected and sealed.

Write for sample for testing on your special work. Our services are at your disposal.

CERTUS COLD GLUE CO.
DETROIT, MICH.

SPECIALISTS IN DIFFICULT ITEMS

We Manufacture

ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS
ELM HOOPS AND LINERS

YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

VENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

the various governments had some little difficulty at first in meeting aircraft specifications.

While waterproof glues have been in existence for some years, they were not well known and little information was at hand as to the correct procedure for their successful use. During the war the Forest Products Laboratory at Madison, Wis., has been working on problems that seemed to give trouble to the plants engaged on war contracts. Much help has been given manufacturers and a large staff of specialists has been engaged in obtaining information and developing new ideas in the uses of glues and wood.

It must not be inferred that absolute information is at hand concerning all phases of the uses of woods, and that the laboratory will be at once a panacea for all ills. Even though much has been learned, there is still much to be done. It is merely pointed out that the government maintains under jurisdiction of the Forest Service an institution equipped to handle many of the difficult problems continually arising in the manufacture of furniture and panels.

Douglas Fir Veneer for Trunks

The use of Douglas fir veneer in the manufacture of trunks is becoming quite an important use for the material. Two Los Angeles trunk companies utilize nearly 400,000 feet in the manufacture of trunks annually.

English Walnut Veneer

An English walnut tree which grew in Nuneham Park, England, was sold some time ago for \$100. The log changed hands several times, finally reaching the United States, where it was reduced to 60,000 feet of veneer which sold for \$7,500.

Perfecting Waterproof Glue

Remarkable advances have been made in the manufacture of waterproof glue within recent months. Glue may now be had which is so resistant that panels made with it may be immersed under water ten days or boiled one day without showing any signs of separating into individual layers and without materially lessening their strength. Such panels have great possibilities in the manufacture of furniture, trunks, door panels, wagons, as well as airplanes.

American Black Walnut

Do not allow substitutes to enter into consideration when the proposition of using American Black Walnut is before you.

American Black Walnut cannot be successfully imitated, and as the American people have learned the difference between the genuine and imitation, our suggestion is to use Genuine American Black Walnut.

And finish in the natural to show the real beauty of this wonderful cabinet wood.

*Walnut
Exclusively*

**PICKREL
WALNUT COMPANY
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The superlative beauty, richness and dignity of our quartered white oak as illustrated in our Dining Room



YOU CAN AFFORD ONLY THE BEST IN QUARTERED OAK VENEERS

Oak has felt the progressive tendency in design and finish of interior work and furniture, and because of its wonderful adaptability for so many uses and finishes, it has kept abreast of the times.

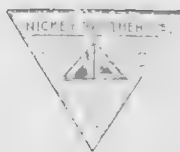
The degree of success which you as a producer of modern woodwork can achieve is largely dependent upon the character of the oak you use. You can well afford to be very careful in your selection of your veneers and lumber just as you are of your finishing material and designs.

We therefore suggest that our many years of experience in producing character veneers and lumber in quartered oak, from a choice selection of picked timber, and our carefully planned organization and equipment, give you at least a reasonable assurance that you will get as good stock as is procurable anywhere.

Concentrate your purchases; save local freight, damaged goods and higher prices, by ordering full mixed cars of veneers and Hardwood Lumber.

NICKEY BROTHERS, INC.

MEMPHIS,



TENNESSEE

WATERPROOF GUM PANELS

Built under C. B. Allen formula and passed Government inspection at Forest Products Laboratory with high average.

ALLEN-EATON PANEL CO.

MEMPHIS

TENNESSEE

North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful Birch, Oak, Basswood, Ash and Elm grown in this country.

We use this quality stock exclusively for our:
ROTARY CUT LOG RUN
ROTARY CUT DOOR STOCK
ROTARY CUT FURNITURE
ROTARY CUT PIANO STOCK

VENEERS

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in
LOG RUN VENEERS
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

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KIEL WISCONSIN MELLER

PERKINS GLUE COMPANY

SOLE MANUFACTURERS
AND SELLING AGENTS

PERKINS

Vegetable Veneer Glue

(PATENTED JULY 2, 1912)

805 J. M. S. BUILDING
SOUTH BEND, INDIANA

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Mahogany, Quartered and Plain Oak, Ash, Gum, Plain or Figured Birch, Yellow Pine, Sycamore, Cottonwood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length

VENEERS, 1/20 to 5/16 incl., up to 22 feet long

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All our logs come from just such Northern Grown Hardwoods

PLYWOOD

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CABINETS, CHAIRS
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Made of

QUARTERED OAK
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PLAIN RED GUM
PLAIN OAK
ASH, BIRCH, ELM
BASSWOOD & MAPLE

Flat or Bent Work Machined or in Panels. With
or Without Part Cabinet Work Finished or in the White

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WISCONSIN CABINET & PANEL COMPANY
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Are you making, or
are you consider-
ing the making of
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We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
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Conclusion: You can entrust to us
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Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

**22nd St. and So. Crawford Ave.
CHICAGO**

**KANE VEGETABLE
VENEER GLUE**

Quality—None Better

We guarantee that the process used
in the manufacture of Kane Vegetable
Veneer Glue, and also the dissolving
with water and caustic soda in the
usage of same by the consumer, do not
infringe any patents, and particularly
the patents recently construed by the
Court of Appeals of the Seventh Circuit
or the Decree of the U. S. District
Court at Chicago, signed Aug. 5, 1918.

Manufactured and sold exclusively by

KANE MANUFACTURING CO.
28 E. JACKSON BLVD., CHICAGO

(Continued from page 22.)

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

- Grades: Clear, No. 1 Common.
- Thicknesses: Standard.
- Lengths: 6' to 16'.
- Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
- Inspection on all grades must be made from the good side of the piece.
- Measurement must be made at narrow part of the strip inside of beveled edges.
- Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

- Lengths: 8' to 16'.
- Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

- Lengths: 6' to 16'.
- Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
- Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
- Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
- Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

HICKORY

- Thicknesses and lengths: Standard.
- Widths: 3" and over wide.
- In the grade of Firsts and Seconds 30% of 8' to 10' lengths will be admitted.

FIRSTS AND SECONDS

- Firsts and Seconds are combined as one grade.
- Bird pecks not exceeding 1/2" in length, 1/4" in width, admitted if sound, but if excessive must be considered by the inspector.
- Widths: 4" and over wide.
- Pieces 4" wide must be clear.
- Standard defects admitted in pieces 5" and over wide, according to surface measure, as follows:

- 1 standard defect or its equivalent.
- 2 standard defects or their equivalent.
- 3 standard defects or their equivalent.
- 4 standard defects or their equivalent.

No. 1 COMMON

- No. 1 Common must be 4" and over wide, 4' and over long, not to exceed 5% of 4" widths.
- Pieces 4' and 5' long must be clear.
- Pieces 4" to 7" wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
- Pieces 8" and over wide, 6' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
- No cutting to be considered which is less than 4" wide by 2' long, or 3" wide by 3' long.

No. 2 COMMON

- Lengths: 4' and over long, admitting 25% of 4', 5' and 6' lengths, but not more than 10% may be under 6'.
- Widths: 3" and over wide.
- Pieces 4' long must be clear one face.
- Pieces 5' and longer must work at least 50% clear face cutting.
- The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3"; the smallest cutting allowed must contain 72 square inches.

No. 3 COMMON

- Lengths: 4' and over long.
- Widths: 3" and over wide.
- Each piece must contain at least 50% sound cutting.
- The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3"; the smallest cutting allowed must contain 72 square inches.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

LOCUST

- Thicknesses and lengths: Standard.
- Widths: 3" and over wide.

FIRSTS

- Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- Seconds must be 6" and over wide.
- Standard defects are admitted according to surface measure as follows:

- 1 standard defect or its equivalent.
- 2 standard defects or their equivalent.
- 3 standard defects or their equivalent.
- 4 standard defects or their equivalent.
- 5 standard defects or their equivalent.

SELECTS

- Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
- Widths: 3" and over wide.
- Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
- Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
- This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
- The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

- No. 1 Common must be 4" and over wide.
- Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
- Pieces 4' and 5' long must be clear.
- Pieces 4" wide, 6' and 7' long, must be clear.
- Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
- Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
- Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
- Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
- No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

- No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
- Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
- Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
- No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- No. 3 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
- Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
- Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
- No cutting to be considered which is less than 3" wide by 2' long.

No. 4 COMMON

- Lengths: 4' and over long.
- Widths: 3" and over wide.
- Each piece must contain at least 50% sound cutting.
- The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

No. 1 COMMON

1. No. 1 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

MAGNOLIA

- Thicknesses and lengths: Standard.
- Widths: 3" and over wide.

FIRSTS

- Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- Seconds must be 6" and over wide.
- Standard defects are admitted according to surface measure as follows:

- 1 standard defect or its equivalent.
- 2 standard defects or their equivalent.
- 3 standard defects or their equivalent.
- 4 standard defects or their equivalent.
- 5 standard defects or their equivalent.

SELECTS

- Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
- Widths: 3" and over wide.
- Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
- Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
- This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
- The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

- No. 1 Common must be 4" and over wide.

- Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.

- Pieces 4' and 5' long must be clear.
- Pieces 4" wide, 6' and 7' long, must be clear.

- Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.

- Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide may have two standard defects.

- Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

- Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

- No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

No. 2 COMMON

- No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.

- Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.

- Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.

- No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

- Grades: Clear, No. 1 Common.
- Thicknesses: Standard.
- Lengths: 6' to 16'.
- Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

- Inspection on all grades must be made from the good side of the piece.

- Measurement must be made at narrow part of the strip inside of beveled edges.

- Must be tallied widths and lengths on half and even inches, all fractions of less than 1/2" dropped.

CLEAR

- Lengths: 8' to 16'.
- Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

- Lengths: 6' to 16'.
- Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
- Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
- Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
- Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

WAGON BOX BOARDS

- Widths: 12", 13" to 17". Narrow, 9" to 12".
- Lengths: 11' to 16'.
- Thickness: Must be 1" thick when shipping dry.

- Bright or sound discolored sap or a few scattered pin worm holes may be admitted.

- 11' length will admit 3" splits in one end, or their equivalent in one or both ends.

- 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.

- 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 15' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.

- NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.

- Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

MAHOGANY—CUBAN

- Prime, Selects, Rejects, Shorts, Wormy, Counters, and Clear Strips.
- Lengths: 2' and over long.
- Widths: 3" and over wide.

4. Thicknesses: Standard.
5. All odd lengths must be measured, and fractions of over 1/2' in length must be counted up, and fractions of 1/2' and less in length must be dropped.

PRIME

1. Prime must be 6" and over wide, 8' and over long, not to exceed 25% of 8' and 9' lengths.
2. Standard defects are admitted according to widths as follows:
3. 6" and 7", 1 standard defect or its equivalent.
4. 8" and 9", 2 standard defects or their equivalent.
5. 10" and 11", 3 standard defects or their equivalent.
6. 12 and over, 4 standard defects or their equivalent.

SELECTS

1. Selects must be 4" and over wide, 6' and over long, and must work two-thirds clear, with no cutting less than 4" wide and 3' long, or 3" wide and 4' long.

REJECTS

1. There shall be no restrictions to heart in this grade.
2. Rejects must be 3" and over wide, 6' and over long, and must work 50% clear. No piece considered which is less than 4" wide and 2' long, or 3" wide and 3' long.

SHORTS

1. Shorts must be 3" and over wide, 2' to 7' long, and must be Prime in quality.
2. Pieces 3", 4" and 5" wide must be clear.
3. Pieces 6" and over wide must be graded as Prime.

WORMY

1. This grade is to be the same as Selects, excepting that worm holes are admitted without limit.

COUNTERS

1. Counters must be 12' to 40' long, 18" to 24" wide, and must be free from all defects one face; the reverse face must not grade below Prime. Splits measured out.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. No sap is admitted on face side of piece.
3. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Cuttings must be free of sap on face side.
3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

No. 2 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2" wide by 2' long. The reverse face of cutting must be sound.

MAHOGANY-MEXICAN AND AFRICAN

1. Honduras, Nicaraguan, Guatemalan and other Central and South American Mahoganies.
2. Firsts, Seconds, Selects, No. 1 Common, No. 2 Common, No. 1 Wormy, No. 2 Wormy, Shorts and Counters.
3. Lengths: 2' and over long.
4. Widths: 3" and over wide.
5. Thicknesses: Standard.
6. All odd lengths must be measured, and fractions of over 1/2' in length must be counted up, and fractions of 1/2' and less in length must be dropped. This does not apply to the grade of shorts.
7. 1" of bright sap in the aggregate is a standard defect in the Grade of Firsts and Seconds.

FIRSTS

1. Firsts must be 7" and over wide, 10' and over long, and free from all defects, excepting that pieces 10' and over surface measure may have one standard defect or its equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
3. 6", 1 standard defect or its equivalent.
4. 8", 2 standard defects or their equivalent.
5. 10", 3 standard defects or their equivalent.
6. 12", and over, 4 standard defects or their equivalent.

3. For each additional 5' surface measure, one additional standard defect will be admitted.

SELECTS

1. Selects must be 6" and over wide and must grade Firsts and Seconds on one face. The reverse face must not be below the grade of No. 1 Common.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide, 6' and over long.
2. Pieces 4" wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' and over long, must work 66 2/3% clear face in not over three cuttings. No piece to be less than 2' long by the full width of the piece.
3. Pieces 5" and over wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' and over long, must work 66 2/3% clear face in not over three cuttings. Each additional 4' in length in pieces over 16' long will admit one additional cutting. No cutting to be considered which is less than 4" wide and 2' long, or 3" wide and 3' long.

No. 2 COMMON

1. There shall be no restriction to heart in this grade.
2. No. 2 Common must be 3" and over wide, 2' and over long, and must work 50% clear face. No cutting considered which is less than 3" wide and 2' long.

No. 1 WORMY

1. No. 1 Wormy must be 4" and over wide, 6' and over long. Worm holes are admitted without limit, otherwise to grade not below No. 1 Common.

No. 2 WORMY

1. No. 2 Wormy must be 3" and over wide, 4' and over long. Worm holes are admitted without limit, otherwise to grade not below No. 2 Common.

SHORTS

1. Shorts must be 4" and over wide, 2' to 5' long.
2. Pieces 4" and 5" wide must be clear.
3. In pieces 6" and over wide standard defects are admitted according to surface measure, as follows:
4. 2", 1 standard defect or its equivalent.
5. 2 1/2", 2 standard defects or their equivalent.
6. 3", 3 standard defects or their equivalent.
7. 3 1/2", and over, 4 standard defects or their equivalent.

COUNTERS

1. Counters must be 12' to 40' long, 18" to 24" wide, and must be free from all defects one face; the reverse face must not grade below Firsts and Seconds. Splits measured out.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. No sap is admitted on face side of piece.
3. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Cuttings must be free of sap on face side.
3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

No. 2 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2" wide by 2' long. The reverse face of cuttings must be sound.

MAHOGANY-PHILIPPINE

1. All odd lengths must be measured, and fractions of over 1/2' in length must be counted up, and fractions of 1/2' and less must be dropped. This does not apply to the grade of shorts.
2. Pin worm holes not to be considered a defect in any of the grades, excepting boarded showing pin worm holes, in the rough, following and tracking with the face, will be considered a defect in Firsts and Seconds and Selects, and will be estimated on a basis of standard defects or their equivalents.
3. Firsts and Seconds are combined as one grade, and are to contain not less than 40% Firsts.

4. Firsts and Seconds shall not contain less than 40% figured stock.

5. Firsts and Seconds and Selects Figured Mahogany must show figure on one face, not less than 90% in the aggregate.

6. In the common grades the cuttings must show figure one face.

7. All grades to admit between 30% and 40% of the White or Light Red Woods.

1. Firsts must be 6" and over wide, 8' and over long, and free from all defects, excepting that pieces 10' and over surface measure may have one standard defect or its equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure, as follows:
3. 6", 1 standard defect or its equivalent.
4. 8", 2 standard defects or their equivalent.
5. 10", 3 standard defects or their equivalent.
6. 12", and over, 4 standard defects or their equivalent.

3. For each additional 5' surface measure, one additional standard defect will be admitted.

SELECTS

1. Selects must be 6" and over wide, 8' and over long, and must grade Firsts and Seconds on one face. The reverse face must not be below the grade of No. 1 Common.

No. 1 COMMON

1. No. 1 Common must be 4" and over wide, 6' and over long.
2. Pieces 4" wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' and over long must work 66 2/3% clear face in not over three cuttings.
3. No piece of cutting to be less than 2' long by the full width of the piece.
4. Pieces 5" and over wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; 12' and over long must work 66 2/3% clear face in not over three cuttings.
5. Each additional 4' in length in pieces over 16' long will admit one additional cutting.
6. No piece to be considered which is less than 4" wide and 2' long, or 3" wide and 3' long. Bright sap is no defect in this grade.

No. 2 COMMON

1. There shall be no restriction to heart in this grade.
2. No. 2 Common must be 3" and over wide, 4' and over long, and must work 50% clear face. No piece considered which is less than 3" wide and 2' long.

SHORTS

1. Shorts must be 4" and over wide, 4' to 7' long.
2. Pieces 4" and 5" wide must be clear; 6" to 8" wide will admit one standard defect, and 9" and over wide will admit of two standard defects.

COUNTERS

1. Counters must be 12' to 40' long, 18" to 24" wide, and must be free from all defects on one face; the reverse face must not grade below Firsts and Seconds. Splits measured out.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches, all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. No sap is admitted on face side of piece.
3. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Cutting must be free of sap on face side.
3. Pieces 2", 2 1/2" and 3" wide, 6' to 7' long, must have one clear face and two good edges.
4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

No. 2 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2" wide by 2' long. The reverse face of cuttings must be sound.

MAPLE-HARD

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' to 7' must be clear one face and sound on the reverse side.
4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.
4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

NO. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of the strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear

face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

STEP PLANK

1. Grades: Firsts and Seconds and Common.
2. Widths: 11" to 15".
3. Thicknesses: 1 1/4", 1 1/2" and 2".
4. Lengths: 10' to 16'.

FIRSTS AND SECONDS

1. Firsts and Seconds must be clear one face and one edge. The reverse side and one edge must be sound. Firsts and Seconds may have a split not exceeding in length the surface measure of the piece.

COMMON

1. Must work 66 2/3% in cuttings 4' or over long by the full width of the piece. Each cutting must have one face and one edge clear; the reverse face and edge must be sound.

MAPLE—SOFT

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square feet.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow

part of the strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.
2. Pieces 2", 2 1/2" and 3" wide, 6' to 7' long, must have one clear face and two good edges.
3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

PLAIN SAWN RED AND WHITE OAK

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. In the grade of Firsts and Seconds 1" of bright sap in the aggregate on the face side is no defect; each additional 1" of bright sap in the aggregate is one standard defect.
4. On the reverse side of 6" and 7" pieces, bright sap up to one-third the width of the piece in the aggregate is no defect; each additional 1" of bright sap in the aggregate is one standard defect.
5. On pieces 8" and wider, bright sap is no defect on the reverse side.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 5" and over wide.
3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best side. The reverse side of pieces 8' and over long must work at least 80% sound.
5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. Bright sap is no defect in the Common grades.
2. Widths: 4" and over wide.
3. Lengths: 4' and over long, but not more than 10% may be 4', 5', 6' and 7' lengths.
4. Pieces 4' and 5' long must be clear.
5. Pieces 4" wide, 6' and 7' long, must be clear.
6. Pieces 4" wide, 8' to 16' long, must work 66 2/3% clear face in not over two pieces in cuttings 2' and over long by the full width of the piece.
7. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
8. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
9. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
10. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

four cuttings; pieces 8' and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

3. No cutting to be considered which is less than 5' wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3' and over wide.
3. Pieces 3' must contain at least 50% sound cutting.

4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

NO. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

SOUND WORMY

1. Must grade not below No. 1 Common, excepting that worm holes, bird pecks, streaks, small sound knots not exceeding 3/4" in diameter and other sound defects which do not exceed in extent or damage the defects described, may be admitted in the cuttings.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.

2. Thicknesses: Standard.

3. Lengths: 6' to 16'.

4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".

5. Inspection on all grades must be made from the good side of the piece.

6. Measurement must be made at narrow part of strip inside of beveled edges.

7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.

2. Bright sap is no defect in this grade.

3. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Lengths: 6' to 16'.

2. Bright sap is no defect in this grade.

3. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.

4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over three cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.

6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

NO. 2 COMMON

1. Lengths: 6' to 16'.

2. Bright or sound discolored sap is no defect in this grade.

3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2" wide by 2' long. The reverse face of cuttings must be sound.

STEP PLANK

1. Grades: First and Seconds and Common.

2. Widths: 11" to 15".

3. Thicknesses: 1 1/4", 1 1/2" and 2".

4. Lengths: 10' to 16'.

FIRSTS AND SECONDS

1. Firsts and Seconds must be clear one face and one edge. The reverse side and one edge must be sound. Firsts and Seconds may have a split not exceeding 12" in length. Bright sap admitted on the face side up to one-third the width of the piece.

2. Must work 66 2/3% in cuttings 4' or over long by the full width of the piece. Each cutting must have one face and one edge clear; the reverse face and edge must be sound.

3. Bright sap is no defect in this grade.

BRIDGE PLANK

NO. 1 BRIDGE PLANK

1. Must be 6" and over wide, 8' and over long.

2. 2" and thicker may be one-fourth of an inch scant in thickness except when otherwise specified. One face and two edges must be sound, excepting that slight wane, sound heart and an occasional grub or knot hole will be accepted.

3. The reverse face may contain defects that do not seriously impair the strength of the piece in working its full width and length.

NO. 2 BRIDGE PLANK

1. May contain all pieces not up to the grade of No. 1 Bridge Plank, but there must not be more than 25% waste in any piece.

SOUND SQUARE EDGED PLANKS AND TIMBERS

1. Sound square edged plank and timbers shall be sawed to specified sizes and free from unsound defects which prevent the working of the piece in the full width and length for the purpose intended. Sound heart boxed or showing on the surface, worm holes, an occasional grub or knot hole (not extending through the piece), or slight wane on one or two corners may be admitted.

PLAIN SAWN FLITCH

1. Lumber shall be graded according to the general rule applying to the kind of lumber inspected, with the exception that it must be measured on the narrow or sap side in the center of the piece inside the wane or bark, and graded into any of the grades of No. 3 Common and Better to which its quality entitles it. There is no restriction to heart in the grades of Common.

2. THIS RULE DOES NOT APPLY TO VE NEER FLITCH.

VEHICLE LUMBER AND DIMENSION

1. Scattered pin worms, spot or flag worm holes in not more than three to a cluster, not less than 12" apart, sound bird peck, sound small knots not over 1/4" in diameter, sap and streaks shall not be considered defects in the grade of Firsts and Seconds or in the cuttings of the Common grades. There shall be no restrictions as to heart in the common grades.

FIRSTS AND SECONDS

1. Firsts and Seconds are a combined grade and must be 1" and over wide, 8' and over long.

2. Pieces 4' wide must be free from defects. Standard defects admitted in pieces 5" and over wide, according to the surface measure, as follows:

- 5', 1 standard defect or its equivalent.
- 8', 2 standard defects or their equivalent
- 12', 3 standard defects or their equivalent
- 17', 4 standard defects or their equivalent.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide, 4' and over long; not to exceed 5" of 4' widths, or 10" of 4" and 5" widths.

2. Pieces 4' and 5' long must be free of defects.

3. Pieces 4" to 7" wide, 6' to 11' long, must work 66 2/3% in not over two cuttings; pieces 4" to 7" wide, 12' to 16' long, must work 66 2/3% in not over three cuttings.

4. Pieces 8" and over wide, 6' to 9' long, must work 66 2/3% in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% in not over three cuttings; pieces 8" and over wide, 14' to 16' long, must work 66 2/3% in not over four cuttings.

5. Each cutting to be not less than 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% in not over three cuttings; 11' to 16' long must work 50% in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% in not over three cuttings; 10' to 13' long, must work 50% in not over four cuttings; 14' and over long, must work 50% in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

SELECT CAR STOCK For Passenger, Refrigerator and Locomotive Work

1. Thickness cut to order, widths cut to order, lengths cut to order. Unless otherwise noted, must be cut from White Oak. This stock, wherever practical, should be cut outside of the heart and must be free of heart shake in pieces under 6" square. No attempt should be made to box the heart in pieces smaller than 5" by 7" unless heart is very small and tight. When heart is well boxed it must be firm and tight, and the center of the heart must not be nearer than 2" from any face; must be sawed full to sizes with square edges, and cut from sound timber and free from worm holes, with the exception of a few small pin worm holes well scattered, and an occasional spot worm. None of these defects, however, to affect the serviceability of the piece for the purpose intended. Must be free from split, rot or dote, large, loose, or unsound knots, or in other words, free of all defects affecting the strength and durability of the piece. Sound standard knots, well scattered, not considered a defect.

FREIGHT CAR STOCK

1. Freight car dimensions, including all cars other than refrigerator and passenger cars. Sizes cut to order. Unless otherwise ordered, must be sawed from good merchantable White or Red Oak timber. This stock must be free of rot, shake and splits, large, loose, rotten or unsound knots, any of which will materially impair the strength and durability of the piece for the purpose intended. This stock is intended to work full size and length without waste for side posts, braces, and end sills and plates, drafting timbers, cross ties, etc., used in the construction of ordinary freight or stock cars. On pieces 3" by 4" or equivalent girth measurement and larger (nothing under 2" thick), heart check showing on one corner or side admitted on 20% of the pieces in each car shipment. Well boxed sound hearts admitted in this material in pieces 3" by 6" and larger.

2. On pieces 3" by 4" to 6" by 6", inclusive, or equivalent girth measurement and larger (nothing under 2" thick), in absence of heart defects, wane on one corner, 3/4" side measurement, admitted on not to exceed 20% of the number of pieces in each car shipment.

3. Pieces over 6" by 6" square may contain 1" wane, side measurement, on one corner with other conditions same as 3" by 4" to 6" by 6" sizes.

SWITCH TIES

1. Sawed switch ties shall be 6x8", 7x9", 8x10", or other standard sizes as specified, in lengths varying 1' or 6", as the case may be, and should be trimmed not to exceed 1" and under, or 3" and over, lengths specified. Must be sound timber.

2. As with other material under these rules, stock should be cut substantially full size, but to cover the necessary variation in the manufacture a reasonable percentage not to exceed 1/4" scant green, or 1/2" scant when dry will be accepted.

3. Reasonably sound tight heart will be admitted on one side, edge or corner, provided other

faces are solid. Large sound knots, pin or spot worm holes, or occasional knot or grub holes are no defect. Wane allowed on one or more corners, part or full length, provided that in the aggregate it does not reduce the bearing face to an average of more than 1 1/2" under the width specified.

CROSSING PLANK

1. Must be 6" and over wide, 8' and over long.
2. 2" and thicker may be 1/4" scant in thickness, except when otherwise specified. One face and two edges must be sound, excepting that slight wane, sound heart and an occasional grub or knot hole will be accepted.

3. The reverse face may contain defects that do not seriously impair the strength of the piece in working its full width and length.

QUARTER SAWN RED AND WHITE OAK

1. Thicknesses and lengths: Standard.

2. Widths: 4" and over wide.

3. In the grade of Firsts and Seconds 1" of bright sap in the aggregate is no defect; each additional 1" of bright sap in the aggregate must be considered as one standard defect.

4. Bright sap is no defect in Selects and Common grades.

5. 10% of Quartered Oak may be 1/16" scant on one edge, provided the other side is full standard thickness when shipping dry.

6. Firsts and Seconds and Selects in Quarter Sawn Oak must show figure on one face not less than 90% in the aggregate. The cuttings in No. 1 Common and No. 2 Common must show figure on one face.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:

- 5', 1 standard defect or its equivalent.
- 8', 2 standard defects or their equivalent.
- 12', 3 standard defects or their equivalent.
- 16', 4 standard defects or their equivalent.
- 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.

2. Widths: 5" and wider.

3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 5" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 144 square inches.

NO. 1 COMMON

1. Widths: 3" and wider.

2. Lengths: 4' and longer, but not more than 10% may be 4', 5', 6' and 7' lengths, not exceeding 5' of 3" widths.

3. Pieces 4" and 5" long must be clear.

4. Pieces 3" and 4" wide, 6' and 7' long, must be clear.

5. Pieces 3" and 4" wide, 8' to 16' long, must work 66 2/3% clear face in not over two pieces in cuttings 2' and over long by the full width of the piece.

6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.

7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear in not over three cuttings.

8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

9. No cutting to be considered which is less than 4" wide by 2' long, or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.

2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.

3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.

4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. Lengths: 4' and over long.

2. Widths: 3" and over wide.

3. Each piece must contain at least 50% sound cutting.

4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

NO. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

1. Grades: Clear, No. 1 Common, No. 2 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of the strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. 1 1/2" sap on 2" to 3 1/2", 1 1/2" to 3 1/2" wide.
3. Must have one clear face in not over three cuttings; the reverse face must be sound.

No. 1 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. Pieces 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide must have one clear face and two good edges.
4. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over three cuttings; pieces 2", 2 1/2", 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
6. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

No. 2 COMMON

1. Lengths: 6' to 16'.
2. Bright or sound discolored sap is no defect in this grade.
3. No. 2 Common Strips must work 50% clear face; no cutting to be considered which is less than 2" wide by 2' long. The reverse face of cuttings must be sound.

PECAN

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. In the grade of Firsts and Seconds 30% of 8' to 10' lengths will be admitted.

FIRSTS AND SECONDS

1. Firsts and Seconds are combined as one grade.
2. Bird pecks not exceeding 1/2" in length, 1/4" in width, admitted if sound, but if excessive must be considered by the inspector.
3. Widths: 4" and over wide.
4. Pieces 4" wide must be clear.
5. Standard defects admitted in pieces 5" and over wide, according to surface measure, as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 18', 4 standard defects or their equivalent.

No. 1 COMMON

1. No. 1 Common must be 4' and over wide, 4' and over long, not to exceed 5% of 4' widths.
2. Pieces 4' and 5' long must be clear.
3. Pieces 4" to 7" wide, 6' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
4. Pieces 8" and over wide, 6' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
5. No cutting to be considered which is less than 4" wide by 2' long, or 3" wide by 3' long.

No. 2 COMMON

1. Lengths: 4' and over long, admitting 25% of 4', 5' and 6' lengths, but not more than 10% may be under 6'.
2. Widths: 3" and over wide.
3. Pieces 4" long must be clear one face.
4. Pieces 5" and longer must work at least 50% clear face cutting.
5. The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3"; the smallest cutting allowed must contain 72 square inches.

No. 3 COMMON

1. Lengths: 4' and over long.
2. Widths: 3" and over wide.
3. Each piece must contain at least 50% sound cutting.
4. The minimum length of any cutting to be 18"; the minimum width of any cutting to be 3". The smallest cutting allowed must contain 72 square inches.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

POPLAR

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

3. Sound gum spots are no defects in any grade. Open gum spots are to be considered by the inspector.

4. In the grade of Firsts and Seconds pieces 10" and wider, bright sap up to one-third the width of the piece in the aggregate on one face, is no defect; each additional 1" of bright sap in the aggregate is one standard defect. 1" of bright sap in the aggregate on the reverse face is no defect; each additional 1" of bright sap in the aggregate is one standard defect.

5. In the grades of Firsts and Seconds and Selects, mineral stain not exceeding one-sixth the surface measure of the piece in the aggregate will be admitted. In the grades of Sap and Common mineral stain is not.

FIRSTS

1. Firsts must be 8" and over wide, 10' and over long.
2. Pieces 8" and 9" wide must be free of sap on one face. The reverse face may have 2" of bright sap in the aggregate.
3. Pieces 12" to 16" surface measure will admit one standard defect or its equivalent.
4. Pieces 17" and over surface measure will admit two standard defects or their equivalent.

SECONDS

1. Must be 6" and over wide, 8' and over long.
2. Pieces 6" wide must be free from defects, including sap.
3. Pieces 7" wide will admit 1" of bright sap in the aggregate.
4. Pieces 8" and 9" wide, 5' to 7' surface measure, will admit 1" of bright sap in the aggregate.
5. Pieces 8" and 9" wide, 8' to 11' surface measure, will admit one standard defect and 1" of bright sap in the aggregate, or 2" of bright sap in the aggregate, if there is no other defect.
6. Pieces 10" and over wide, 6' to 9' surface measure, may have one standard defect or its equivalent.
7. Pieces 10" and over wide, 10' to 14' surface measure, may have two standard defects or their equivalent.
8. Pieces 15" to 20" surface measure may have three standard defects or their equivalent.
9. Pieces 21" and over surface measure may have four standard defects or their equivalent.

SELECTS

1. Lengths: 8' and over; 20% may be 8', 9' and 10' and not to exceed 5% under 10'.
2. Widths: 6" and over wide.
3. Selects shall include the following different kinds of boards:
 - (a) A board having a face side as good as a First, the other side must be as good as a No. 2 Common. Sun checks admitted on the poor side of this board.
 - (b) A board having a face side as good as a Second, the other side must be as good as a No. 1 Common.
 - (c) A board that has one more standard defect than would admit it to a Second. Examples:
 - (i) A board 6" to 7" wide with one standard defect.
 - (ii) A board 8" wide with 1" of bright sap and one standard defect.
 - (iii) Boards 9" to 11" wide, with 2" of bright sap and two standard defects, and accordingly as widths increase.
4. Splits not to exceed the width of the board up to 10" are admitted. Board over 10" in width will admit a split one-sixth the length of the board.

SAPS

1. Saps must be 5" and wider, 8' and longer.
2. Pieces 5" to 8" wide must be clear, excepting one straight split not exceeding in length the width of the piece.
3. On pieces 6" and over wide, wane along the edge or its equivalent at one end or both ends, not exceeding one-sixth the length of the piece, not exceeding in thickness one-half the thickness of the piece, and not exceeding 1" in width, shall not be considered a defect.
4. Pieces 9" and over wide may have one standard defect.
5. Bright sap is no defect in this grade.
6. NOTE—Stain covered by general instructions.

No. 1 COMMON

1. Sound discolored sap is no defect in this grade.
2. Widths: 4" and wider, but not more than 5% may be under 5".
3. Lengths: 6' to 16', but not more than 20% may be under 10', and not to exceed 10% of 6' and 7'.
4. Pieces 4" wide, 6' and 7' long, must be clear; pieces 4" wide, 8' to 16' long, may have one standard defect.
5. Pieces 5" wide, 6' and 7' long, must be clear; pieces 5" wide, 8' to 16' long, must work 66 2/3% clear face in not over two cuttings.
6. Pieces 6" and over wide, 6' and 7' long, may have one standard defect.
7. Pieces 6" to 9" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 6" to 9" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 10" and over wide, 8' and 9' long, must work 66 2/3% clear face in not over two cuttings.
9. Pieces 10" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 10" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
10. No cutting to be considered which is less than 4" wide by 2' long, or 3" wide by 3' long.

No. 2 COMMON

1. Sound discolored sap is no defect in this grade.
2. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over two cuttings; pieces 3" to 7" wide, 11' and longer, must work 50% clear face in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

1. Lengths: 4' and over, 25% may be 4', 5' and 6', and not to exceed 10% under 6'.
2. Widths: 3" and over wide.
3. No. 3 Common must contain at least 50% sound cutting.
4. No cutting to be less than 3" wide and 2' long.

No. 4 COMMON

1. No. 4 Common shall include all lumber not up to the grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

PANEL AND WIDE NO. 1

1. Lengths: 6' to 16'.
2. Widths: 18" and over wide.
3. Thicknesses: 3/8" to 2".
4. Bright sap is no defect and not to exceed 2" sound discolored sap on each edge in the aggregate may be admitted on any piece.
5. Splits not exceeding 6" in length in one end of the piece are not to be considered as defects.
6. Panel and Wide No. 1 is a combined grade and must contain at least 50% panel.

PANEL

1. Lengths: 8' to 16', admitting not to exceed 20% of 8', 9' and 10' lengths.
2. 50% of the total quantity must be clear on both sides. The balance of the quantity may contain defects, provided 90% of the piece can be used for panels in cuttings 4' or over long by the full width of the piece.

WIDE NO. 1

1. Lengths: 6' to 16'.
2. Pieces 6' and 7' long must be clear.
3. Pieces 8' and over long will admit defects provided 75% of the piece can be used for panels in cutting 4' or over long by the full width of the piece.

WIDE NO. 2

1. Lengths: 6' and over long; 20% may be 6', 7', 8', 9' and 10', not to exceed 10% under 10'.
2. Widths: 18" to 23", 24" to 27" and 28" and over.
3. Thicknesses: 3/8" to 2".
4. Bright sap is no defect and not to exceed 2" sound discolored sap on each edge in the aggregate may be admitted on any piece.
5. Pieces 6' and 7' long will admit one standard defect.
6. 8' lengths will admit two standard defects.
7. 18" wide, except 8' lengths, may contain five standard defects and one additional defect for each 2' of additional width.
8. Splits equal in length to the width of the board are admitted in not to exceed 10% of the boards, and are counted as a standard defect.

WAGON BOX BOARDS

1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
2. Lengths: 11' to 16'.
3. Thicknesses: Must be 1" thick when shipping dry.
4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
5. 11' length will admit 3" splits in one end, or their equivalent in one or both ends.
6. 12', 13', 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.
7. 14' lengths will admit 6" splits in one end, or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; sides to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.
8. NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.
9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

STRIPS

1. Grades: Clear, Select, No. 1 Common, No. 2 Common.
2. Thicknesses: Standard.
3. Lengths: 8' to 16'.
4. Widths: 2 1/2", 3", 3 1/2", 4", 4 1/2", 5", 5 1/2".
5. Measurement must be made at narrow part of strip inside of beveled edges.
6. Must be tallied widths and lengths on

half and even inches, all fractions of less than 1/2" dropped

CLEAR

1. Lengths: 8' to 16'.
2. Must be clear both faces excepting 1" of bright sap showing on one side only.

SELECTS

1. Will admit bright sap without limit. In absence of sap will admit two sound knots not to exceed 3 1/2" in diameter, or one sound standard knot.

NO. 1 COMMON

1. Bright or sound discolored sap is no defect.
2. 8' to 12' lengths will admit 2 standard defects.
3. 14' to 16' lengths will admit 3 standard defects.

NO. 2 COMMON

1. Must work 66 2/3% of its length by full width of piece, sound; pin worms, bright or sound discolored sap, sound tight knots admitted.

POPLAR—DRESSED OR WORKED

General Instructions

1. Dressed Poplar shall be inspected from the best or face side. The reverse side may contain defective dressing but no other defects that would not go in the grade.
2. Slightly chipped grain on face side admitted, provided it does not exceed 6" square in Firsts and Seconds, 12" square in Saps and Selects, and 18" square in No. 1 Common in the aggregate.
3. Imperfect manufacture in dressed or worked stock, such as torn grain, broken knots, mis-matched, insufficient tongue or groove, shall be considered defects and will reduce the grade accordingly.
4. Partition, Ceiling, Flooring or Drop Siding, having less than three-sixteenths of an inch tongue, shall not be admitted in any grade above No. 2 Common.
5. Wane on the reverse side, not exceeding one-third the width, and running not to exceed one-sixth the length of any piece, provided the wane does not extend into the tongue, or over one-half the thickness below the groove, will be admitted.

Bevel Siding

1. Bevel Siding is made from 1x4", 5" and 6" strips, S4S to 27/32x3 3/8", 4 3/8" and 5 3/8" and resawed on a bevel.

NO. 1

1. Lengths: 6' to 20', admitting 15% of odd lengths. Must be practically free of defects except 1" of sap or two knots on thin edge that will cover by lap.

SELECTS

1. Lengths: 6' to 20', admitting 15% of odd lengths. Will admit two sound knots 3/4" in diameter, or one standard defect. Sap admitted without limit.

NO. 1 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Sound discolored sap and scattering pin-worm holes not to be considered defects in this grade. In addition thereto boards may contain standard defects or their equivalent as follows:

- 4' lengths, one.
- 5' to 9' lengths, two.
- 10' to 14' lengths, three.
- 15' to 20' lengths, four.

NO. 2 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Will admit all pieces that will not come up to the grade of No. 1 Common which can be used for cheap siding without waste of more than one-third the length of any one piece. Pin-worm holes admitted.

Drop Siding

1. Made from 1x4", 5" and 6" strips
2. Widths: 3 1/4", 4 1/4", 5 1/4" net face, counted as 4", 5" and 6" respectively.
3. Thickness: 3/4" net after surfacing.
4. The above covers all grades.

NO. 1

1. Lengths: 6' to 20', admitting 15% of odd lengths. Must be practically free of defects on face side.

SELECTS

1. Lengths: 6' to 20', admitting 15% of odd lengths. Will admit two sound knots 3/4" in diameter, or one standard defect. Sap admitted without limit.

NO. 1 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Sound discolored sap and scattering pin-worm holes not to be considered defects in this grade. In addition thereto boards may contain standard defects or their equivalent as follows:

- 4' lengths, one.
- 5' to 9' lengths, two.
- 10' to 14' lengths, three.
- 15' to 20' lengths, four.

NO. 2 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Will admit all pieces that will not come up to the grade of No. 1 Common which can be used for cheap siding without waste of more than one-third the length of any one piece. Pin-worm holes admitted.

Dressed Dimension Strips

1. Widths: 3" and over; stock S2S 1 1/4" scant in width; stock S4S 1 1/2" scant in width.
2. Thicknesses: Standard.

NO. 1

1. Lengths: 6' to 20', admitting 15% of odd lengths. Each piece must be practically clear on one face, 7" to 9" widths, 1" of bright sap admitted on one edge showing on face side, 10" to 12" widths, 1 1/2" of bright sap admitted on one edge showing on face side.

SELECTS

1. Lengths: 6' to 20', admitting 15% of odd lengths. Bright sap admitted without limit, and in addition thereto one standard defect or its equivalent admitted in boards 8" and under wide, and two standard defects or their equivalent admitted in boards 9" to 12", inclusive.

NO. 1 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Shall admit of any number of sound knots that paint will cover, the board to work full length and width. Bright or sound discolored sap and scattered pin-worm holes not to be considered defects in this grade.

NO. 2 COMMON

1. Lengths: 4' to 20', admitting 15% of odd lengths. Shall include all boards that will work two-thirds or more of the same grade as No. 1 Common, in not to exceed three cuts the full width of the boards, no cutting to be shorter than 3'.

Casing and Base

1. Lengths: 8' and over, admitting 15% of odd lengths.
2. Widths: Net, 3 1/2", 4 1/2", 5 1/2", 6 1/2", 7 1/2", 8 1/2" and 9 1/2", counted 1/2" wider than net face.
3. Thickness: 13/16" after surfacing.
4. The above refers to and covers all grades.

FIRSTS AND SECONDS

1. Each piece must be practically clear on face side.
2. 7" to 10" widths, 1" of bright sap admitted on one edge, showing on face side.

SAP AND SELECTS

1. Bright sap admitted without limit, and in addition one standard defect or its equivalent to be admitted in boards 8" and under, and two standard defects or their equivalent in boards 9" to 10" wide.

NO. 1 COMMON

1. This grade will include all stock that will not come up to the grade of Saps and Selects, that will work two-thirds of its length clear face in pieces 3' long and longer, regardless of sap. Stained sap, without limit, where there are no other defects, admitted in this grade.

POPLAR—QUARTER SAWN

1. Grades: Firsts and Seconds and No. 1 Common.
2. Thicknesses and lengths: Standard.
3. Widths: 3" and over wide.

FIRSTS AND SECONDS

1. Firsts and Seconds are a combined grade and must be 5" and over wide. Standard defects are admitted according to surface measure as follows:
 - 6', 1 standard defect or its equivalent.
 - 9', 2 standard defects or their equivalent.
 - 13', 3 standard defects or their equivalent.
 - 18", and over, 4 standard defects or their equivalent.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide, 8' and over long, not to exceed 5% of 4" widths.
2. Pieces 4" wide must work 75% clear face in not over two cuttings; pieces 5" and over wide, 8' to 11' long, must work 75% clear face in not over two cuttings; 12' and over long must work 75% clear face in not over three cuttings.
3. No piece or cutting considered which is less than 4" wide and 2' long, or 3" wide and 3' long.

NO. 2 COMMON

1. Lengths: 6' and over, admitting 10% of odd lengths: 25% may be 6', 7' and 8', and not to exceed 10% under 8'.
2. Widths: 3" and over wide.
3. Thicknesses: Standard.
4. Bright or slightly discolored sap no defect.
5. No. 2 Common shall include all lumber that will not come up to the grade of No. 1 Common that will work at least 50% into clear face quartered cuttings. No piece or cutting to be less than 3" wide and 2 long.

SYCAMORE—PLAIN

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent.
2. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

1. Seconds must be 6" and over wide.
2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

1. Lengths: 6' and over long, not over 30% under 12' and not to exceed 5% of 6' and 7'.
2. Widths: 3" and over wide.
3. Inspection to be made from the good side of

the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.

4. Pieces 6" and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.

5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.

6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

NO. 1 COMMON

1. No. 1 Common must be 4" and over wide.
2. Lengths: 4' and over long, not over 30% shorter than 10', and not to exceed 10% of 4' and 5' lengths.
3. Pieces 4' and 5' long must be clear.
4. Pieces 4" wide, 6' and 7' long, must be clear.
5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
9. No cutting to be considered which is less than 4" wide by 2' long or 3" wide by 3' long.

NO. 2 COMMON

1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% sound in not over four cuttings.
3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
4. No cutting to be considered which is less than 3" wide by 2' long.

NO. 3 COMMON

1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

STRIPS

1. Grades: Clear, No. 1 Common.
2. Thicknesses: Standard.
3. Lengths: 6' to 16'.
4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
5. Inspection on all grades must be made from the good side of the piece.
6. Measurement must be made at narrow part of strip inside of beveled edges.
7. Must be tallied widths and lengths on half and even inches, all fractions of less than 1/2" dropped.

CLEAR

1. Lengths: 8' to 16'.
2. Must have one clear face and two good edges; the reverse face must be sound.

NO. 1 COMMON

1. Length: 6' to 16'.
2. Pieces 2", 2 1/2", and 3" wide, 6' and 7' long, must have one clear face and two good edges.
3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.
5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the cutting in this grade must be good and the reverse face of cutting must be sound.

SYCAMORE—QUARTER SAWN

1. Thicknesses and lengths: Standard.
2. Widths: 3" and over wide.
3. Firsts and Seconds and Selects Quarter Sawn Sycamore must show figure on one face not less than 90% in the aggregate. The cuttings in No. 1 Common and No. 2 Common must show figure on one face.
4. Ten per cent of quartered Sycamore may be 1/16" scant on one edge, provided the other edge is full standard thickness when shipping dry.

FIRSTS

1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- 1. Seconds must be 6" and over wide.
- 2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

SELECTS

- 1. Lengths: 6' and over long, not over 30' under 12' and not to exceed 5', of 6' and 7'.
- 2. Widths: 5" and over wide.
- 3. Inspection to be made from the good side of the piece. Pieces 6' and 7' must be clear one face and sound on the reverse side.
- 4. Pieces 6' and over wide, 8' and over long, must grade not below seconds on the best face. The reverse side of pieces 8' and over long must work at least 80% sound.
- 5. This grade may also include pieces other than those described above, below the grade of seconds, that will work at least 80% clear face, as follows: 12' and shorter, two cuttings; 13' and longer, three cuttings.
- 6. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". The smallest cutting allowed must contain 144 square inches.

No. 1 COMMON

- 1. No. 1 Common must be 4" and over wide.
- 2. Lengths: 4' and over long, not over 30' shorter than 10', and not to exceed 10% of 4' and 5' lengths.
- 3. Pieces 4' and 5' long must be clear.
- 4. Pieces 4' wide, 6' and 7' long, must be clear.
- 5. Pieces 4' wide, 8 to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4' wide 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
- 6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
- 7. Pieces 5" to 7" wide, 7' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.
- 8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.
- 9. No cutting to be considered which is less than 4' wide by 2' long or 3' wide by 3' long.

No. 2 COMMON

- 1. No. 2 Common must be 3" and over wide, 4' and over long, but not more than 10% of 4' and 5' lengths admitted in this grade.
- 2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% clear face in not over three cuttings; pieces 3" to 7" wide, 11' and over long, must work 50% clear face in not over four cuttings.
- 3. Pieces 8" and over wide, 4' to 9' long, must work 50% clear face in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% clear face in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% clear face in not over five cuttings.
- 4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- 1. Lengths: 4' and over long.
- 2. Widths: 3" and over wide.
- 3. Each piece must contain at least 50% sound cutting.
- 4. The minimum length of any cutting to be 18". The minimum width of any cutting to be 3". No cutting to contain less than 72 square inches.

No. 4 COMMON

- 1. No. 4 Common shall include all lumber not up to grade of No. 3 Common that can be used for cheap boxing, sheathing, crating, etc. Worm holes are not to be considered defects, and unsound lumber with sufficient substance to hold nails admitted.

STRIPS

- 1. Grades: Clear, No. 1 Common.
- 2. Thicknesses: Standard.
- 3. Lengths: 6' to 16'.
- 4. Widths: 2", 2 1/2", 3", 3 1/2", 4", 4 1/2", 5" and 5 1/2".
- 5. Inspection on all grades must be made from the good side of the piece.
- 6. Measurement must be made at narrow part of strip inside of beveled edges.
- 7. Must be tallied widths and lengths on half and even inches; all fractions of less than 1/2" dropped.

CLEAR

- 1. Lengths: 8' to 16'.
- 2. Must have one clear face and two good edges; the reverse face must be sound.

No. 1 COMMON

- 1. Lengths: 6' to 16'.
- 2. Pieces 2", 2 1/2" and 3" wide, 6' and 7' long, must have one clear face and two good edges.
- 3. Pieces 2", 2 1/2" and 3" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 2", 2 1/2" and 3" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 2' long by the full width of the piece.

- 4. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 6' and 7' long, must have one clear face and two good edges. The reverse face must be sound.

- 5. Pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 3 1/2", 4", 4 1/2", 5" and 5 1/2" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings. No cutting to be considered which is less than 3" wide and 2' long. Both edges of the fitting in this grade must be good and the reverse face of cutting must be sound.

WALNUT

- 1. Thicknesses and lengths: Standard.
- 2. Widths: 3" and over wide.
- 3. All odd lengths must be measured.
- 4. Steam-sap is no defect.
- 5. These rules apply only to steam-treated lumber if lumber is not so treated. Sap is a defect and special contract should be made between buyer and seller, outlining to what extent the Sap is to be considered a defect.

FIRSTS AND SECONDS

- 1. Firsts and Seconds are a combined grade and must be 6" and over wide, 8' and over long, and not to exceed 45' under 10' long.
- 2. Pieces 8' and longer, 6" and 7" wide, may have one standard defect or its equivalent.
- 3. Pieces 8' and longer, 8" and 9" wide, may have two standard defects or their equivalent.
- 4. Pieces 8' and 9' long, 10" and over wide, may have two standard defects or their equivalent.
- 5. Pieces 10' and over long, 10" and over wide, may have three standard defects or their equivalent.

SELECTS

- 1. Selects must be 4" and over wide 6' and over long, admitting 50% under 10' long and 100% may be 6' and 7' long, 4" and 5" wide, must have one clear face and two good edges, and the reverse side not below grade of No. 1 Common.
- 2. Pieces 6' and 7' long, 6" and over wide, must have one clear face and two good edges, and the reverse side not below grade of No. 1 Common.
- 3. Pieces 8' and over long, 6" and over wide, must not grade below seconds on best face and not below No. 1 Common on poor side.
- 4. Will admit pieces 8' and over long with one clear face, the reverse side sound but not below the grade of No. 2 Common.
- 5. In lumber 5/4" and less in thickness, 20% of the quantity may grade not below No. 2 Common on the poor side, provided it will work 80% sound.

No. 1 COMMON

- 1. No. 1 Common must be 4" and over wide, 4' and over long.
- 2. Pieces 4" and over wide must work 66 2/3% clear face, no cutting to be considered which does not contain 144 square inches.
- 3. The minimum width of any cutting to be 3", the minimum length of any cutting to be 24". Each cutting in this grade must have one clear face and the reverse side must be sound.

No. 2 COMMON

- 1. No. 2 Common will admit all lumber below the grade of No. 1 Common that will cut 50% clear face in pieces containing 72 or more square inches. The reverse face of all cuttings must be sound. The minimum width of any cutting to be 2".

No. 3 COMMON

- 1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings.
- 2. Minimum width of cutting 1 1/2", and no cutting considered which contains less than 36 square inches.

WILLOW

- 1. Thicknesses and lengths: Standard.
- 2. Widths: 3" and over wide.

FIRSTS

- 1. Firsts must be 6" and over wide, 8' and over long. Pieces 4' to 9' surface measure must be clear. Pieces 10' to 15' surface measure may have one standard defect or its equivalent. Pieces 16' and over surface measure may have two standard defects or their equivalent.

SECONDS

- 1. Seconds must be 6" and over wide.
- 2. Standard defects are admitted according to surface measure as follows:
 - 5', 1 standard defect or its equivalent.
 - 8', 2 standard defects or their equivalent.
 - 12', 3 standard defects or their equivalent.
 - 16', 4 standard defects or their equivalent.
 - 20', 5 standard defects or their equivalent.

No. 1 COMMON

- 1. No. 1 Common must be 4" and over wide.
- 2. Lengths: 4' and over long, not over 30% shorter than 10' and not to exceed 10% of 4' and 5' lengths.
- 3. Pieces 4' and 5' long must be clear.
- 4. Pieces 4' wide, 6' and 7' long, must be clear.
- 5. Pieces 4" wide, 8' to 11' long, must work 66 2/3% clear face in not over two cuttings; pieces 4" wide, 12' to 16' long, must work 66 2/3% clear face in not over three cuttings. No cutting to be less than 2' long by the full width of the piece.
- 6. Pieces 6' long, 5" to 8" wide, may have one standard defect; pieces 6' long, 9" and over wide, may have two standard defects.
- 7. Pieces 5" to 7" wide, 7' to 11' long, must

work 66 2/3% clear face in not over two cuttings; pieces 5" to 7" wide, 12' and over long, must work 66 2/3% clear face in not over three cuttings.

- 8. Pieces 8" and over wide, 7' to 9' long, must work 66 2/3% clear face in not over two cuttings; pieces 8" and over wide, 10' to 13' long, must work 66 2/3% clear face in not over three cuttings; pieces 8" and over wide, 14' and over long, must work 66 2/3% clear face in not over four cuttings.

- 9. No cutting to be considered which is less than 4' wide by 2' long, or 3' wide by 3' long.

No. 2 COMMON

- 1. No. 2 Common must be 3" and over wide, 4' and over long, not to exceed 10% of 4' and 5' lengths.
- 2. Pieces 3" to 7" wide, 4' to 10' long, must work 50% sound in not over three cuttings; pieces 3" to 7" wide, 11' and longer, must work 50% sound in not over four cuttings.
- 3. Pieces 8" and over wide, 4' to 9' long, must work 50% sound in not over three cuttings; pieces 8" and over wide, 10' to 13' long, must work 50% sound in not over four cuttings; pieces 8" and over wide, 14' and over long, must work 50% sound in not over five cuttings.
- 4. No cutting to be considered which is less than 3" wide by 2' long.

No. 3 COMMON

- 1. No. 3 Common must be 3" and over wide, 4' and over long, and must contain at least 25% of sound cuttings. Minimum width of cuttings 1 1/2", and no cutting considered which contains less than 36 square inches.

WAGON BOX BOARDS

- 1. Widths: Wide, 13" to 17". Narrow, 9" to 12".
- 2. Lengths: 11' to 16'.
- 3. Thickness. Must be 1" thick when shipping dry.
- 4. Bright or sound discolored sap or a few scattered pin worm holes may be admitted.
- 5. 11' lengths will admit 3" splits in one end, or their equivalent in one or both ends.
- 6. 12', 13' 15' and 16' lengths will admit of a 12" split in one end, or its equivalent in one or both ends.
- 7. 14' lengths will admit 6" splits in one end or their equivalent in both ends; otherwise each piece in 11' to 13' lengths may contain defects that do not prevent the piece from cutting one side; or in each piece 14' to 16' long, one side and one end; side to work 10' 6" long, ends to work 3' 6" long by the full width of the piece. Each side and end may contain one sound standard defect, or its equivalent, showing on one side.
- 8. NOTE—Five per cent. in feet of a shipment that can be reduced in measurement by cutting the end or edge or both to a size ordered must be accepted and measured as box boards; separate tally to be kept of such boards, showing reduction in measurement.
- 9. Inspectors are cautioned that lumber so warped that it cannot be used for box boards must be excluded from this grade.

WAGON STOCK

No. 1 AXLES

- 1. To be cut from live tough black or shell bark hickory, cut 6' in length, to include all the clear and perfect stock. Defects as follows admissible:
 - 2. Stain, penetrating not more than 1/16" and which has not developed into a rotting condition.
 - 3. Four sound pin knots, not exceeding 1/4" in diameter, or two sound knots 3/4" in diameter, near the center lines longitudinally on top or side, and not over 12" of center or more than 6" of ends. Knots (except pin knots) not to be closer than 12" apart.
 - 4. Splits, on either end, extending not more than 6" in axle or 3" on both ends.
 - 5. Season checks, not more than 1/2" deep and not more than 12" long.
 - 6. Hearts or Heart Rings, none.
 - 7. Shakes, that will plane out with 1/8" cut.
 - 8. Not more than two pin worm holes not nearer than 6" to each other. Not more than two grub holes that will penetrate more than 6" of either end of the piece.
 - 9. Bird pecks allowed if sound, or if unsound part is not to exceed 1/2" in diameter and not over 1/4" in depth.
 - 10. Axles with wane will be measured excluding the wane.
 - 11. Bright sap considered no defect.
 - 12. Grain can cross 3" in entire length of axle.
 - 13. If defects not admitted can be cut out so as to reduce axle to a smaller size used and ordered by the buyer, it shall be so inspected.
 - 14. Hewn axles shall be measured to square to the size they are ordered.
 - 15. Defects at ends of axles that will admit of piece working 5' 6" long will be admitted.

BOLSTERS

- 1. To be cut from good, tough, straight-grained Oak or Hickory when Oak is specified it will be understood as being White or Red Oak) suitable for wagon material. To be clear and perfect stock, excepting the following defects, which will be admissible:
 - 2. Stain, penetrating not more than 1/16", and which shows no sign of rot.
 - 3. One sound knot not over 1/2" in diameter, not more than 12" from the center of the piece, or three sound pin knots not exceeding 1/4" in diameter located in same manner.
 - 4. Splits, none.

Very Small Sawmilling

By John B. Woods, Ex. Capt. Engrs.

When the war burst upon France she mobilized every available man for some line of work. Unfortunately she did not always choose the right man for the job, either at the front or behind the lines. Horseshoers became bakers and college professors were transformed by army order to officers of the army engineer branch with active charge over large sawmills and similar enterprises. Naturally there was confusion and some inefficiency, but generally speaking France showed that she was ready for war. This mobilization attended even to the smallest town in the country and embraced every activity that could assist in winning the war.

For example, Monsieur Debec was a large manufacturer of wood goods who lived at Nantes in retirement, having made his fortune. But immediately there was war he received an order to proceed to Lorient, a naval base of Brittany, for the purpose of manufacturing wooden barracks for the French and British armies. He closed his Nantes residence, gathered his numerous family together, leased a big house in Lorient, and settled there for the duration of the war. The war department turned over to him advantageous contracts to justify him in investing a large amount of money in plant and equipment, guaranteed to furnish labor. So he got back into harness, and incidentally added substantially to his fortune. Probably by now he has sold out and is back at Nantes.

His Lorient factory, or chantier, as it was called in French, consisted of several barracks, built by his personnel, in which were installed a band resaw with automatic feed, and several wood-working machines such as planers and tongue-and-groove machines. They all were European types, very slow feed and did poor work from our point of view, splintering the grain. Steam power was generated in several portable rigs, picked up second hand from one place and another. Men operated the machines and women took the output of planed lumber and dimension, placed them together in accordance with numbered patterns, and nailed them, making

sections of portable barrack buildings. Patent American roofing material was used for the roof sections. To the stranger it appeared very slipshod and expensive manufacturing, but as a matter of fact it was the best that could be done with men and machinery available, and returned the owner a pleasing profit.

His greatest problem was in the sawmilling end. The forests of Brittany are largely state owned, and consist of shortleafed pine in mixture with hardwoods. Years ago the foresters planted nothing but hardwoods, beech and oak principally. But the soil is too

sour for these species to do their best, and as a result the planters changed over to pine as their principal crop. Yet they clung to the hardwoods which they loved, and often planted pine under small coppice or in mixture with open stands of mature beech and oak. The result is a composite forest, and now that much of the pine is merchantable, the Forest Administration insists that whoever buys pine must cut the hardwoods and vice versa. Both are valuable crops, much sought after for war industries, but the difficulty lies in operating two very different types of manufacture simultaneously.

Certainly one did not care to convert oak and beech into portable barracks. Neither was it practicable to use a large percentage of the stand for railroad ties, for the transport of ties was a serious problem, stocks were large, and there could be no income from the timber until the ties were delivered to buyers. Up at the front they used cheaper ties for the Boche artillery to destroy, and great stacks of hardwood ties were to be found in every small station yard. The best solution of the problem was to use the hardwood for small products, the beech for wooden shoes and the oak for artillery wagons and the like. And this meant the preliminary sawing was to be done on small mills in the woods. The oak could be cut into fitches, the beech into blocks, while the pine was squared into timbers or cut into dimension, for shipment to the chantier.



CUTTING BLOCKS FOR WOODEN SHOES: THE LOG IS SLABBED THEN BUCKED.



HARDWOOD LOGS AT MILL IN FRANCE.



PEELING LOGS FOR SAWING.

And they were small mills, so small that the daily output rarely crawled above the equivalent of two thousand feet board measure. Speed was unknown and not desired. The usual crew consisted of one man, his wife, his father usually if the old gentleman was able to get about under his own power, and half a dozen growing boys. They peeled every log before it went to the saw, and stacked all side boards for drying, shutting down the mill each time these tasks were to be done. The equipment ordinarily consisted of one portable steam engine and boiler combined, capable of delivering about fifteen horse power. The saw-rig was a light husk frame carrying a very thin circular saw, and a steel carriage with crank set-works, hand fed by the operator who walked along pushing from one end. No cut-off saw was used, while edging was done on the head-saw as well. The task of bucking a truck load of beech blocks on the main saw, with the carriage pushed out of the way at one side, was disgustingly laborious.

Logging was done by main strength and awkwardness, using two wheeled carts. The mill crew would assemble with a horse and cart and going to the nearest stumps would proceed to lift each log aboard until a load was obtained. Then they drove to mill and dumped the load to the ground by the same lifting method. All logs were cut short, the longest being four meters only, while the standard log was two meters long.

Naturally, with mills so small, the output of any one was not great enough to supply the needs of a barracks shop and a hardwood shop as well. In fact Monsieur Bebec operated from three to six small mills continuously, and at one time was taking the product of twelve or more. These were scattered from one end of the department to the other, and the material came to Lorient on motor trucks and the big two wheeled carts of the country, which were wonderfully good load carriers.

With one factory turning out wooden shoes for sale in the immediate vicinity, another working on wagon parts for the battle front and a third producing barrack buildings for both French and British armies, there was business in plenty for one man. The writer was fortunate enough to accompany M. Debec on an automobile run to the north coast of Brittany in search of lumber. The foresters had yielded up as much as they could to the army engineers from the vicinity of his plant, and he was obliged to call upon a distant engineer depot for manufactured material to supplement his small mills. The man with whom he traded was an ex-lawyer and knew very little about lumber. We inspected several stacks of American fir and French pine, and the army director promised to ship several carloads at once. But within three days the armistice was signed, so probably the stuff never was nor will be shipped.

Pertinent Legal Findings

Negligent Burning of Timber

When an owner of standing timber awards a contract for its cutting, authorizing use of a steam engine for that purpose, he is liable for loss sustained by another through a fire caused by operation of the engine by the contractor.

Status as Employee

Where defendant lumber company contracted to buy logs, and to allow the seller not to exceed \$50 a month for the services of each scaler employed in scaling the logs, one who was working under the seller at wages of \$70 per month could not be regarded as an employee of the lumber company in such a sense as to render it liable under the Texas workmen's compensation act for injuries sustained by such employee in the course of his employment as scaler.

Contracts to Buy Machinery

Plaintiff sold certain second-hand machinery to defendant, taking an order on a regular printed form used in the sale of used machinery. This form contained a clause to the effect that the seller made no warranty concerning the condition or capacity of second-hand machinery. But as the agent did not have on hand a duplicate copy of the form, he furnished defendant with another form used in selling new machinery. In this form there was a warranty of the condition and capacity of machinery. The plaintiff's salesman indorsed on this form the statement: "This copy should be written on a second-hand order blank, but it is understood this blank takes its place."

The machinery proved to be unsatisfactory and defendant resisted liability on the purchase price that there had been a breach of verbal representations made by the salesman concerning the capacity of the machinery. The controversy turned mainly on the question whether it was open to defendant to assert the making of verbal representations in the face of the clause in the order form above mentioned, expressly stating that there was no warranty of the condition or capacity of the machinery.

Deciding the case in favor of the defendant (J. I. Case Threshing Machine Company vs. Southern Veneer Company, 205 Southwestern Reporter, 978) the Arkansas supreme court holds that although one who signs a written contract is ordinarily bound by its terms, this rule could not prevent defendant from relying upon

the ambiguity created by the salesman's act in writing the defendant company's copy of the contract on a form differing from the order sent in to plaintiff's office. Under the peculiar circumstances of the case it is decided that the veneer company was entitled to show that it honestly relied upon the salesman's representations and supposed that they were covered in the order as sent in.

American Lumber Congress

Walker D. Hines, the new director general of railroads, will address the American Lumber Congress at its morning session, April 16. A wire just received by the National Lumber Manufacturers' Association announces his acceptance of the invitation to speak on the day named.

This general lumber congress to which all branches of the industry are invited, will be held in Chicago at the Congress hotel, April 14, 15 and 16. Methods of retail service and the merchandising of lumber will occupy the first day's session; the manufacturers and distributors of lumber will discuss their problems in the meetings of the 15th and the next day's sessions will be devoted to governmental relations questions.

It is hoped that the Congress will result in the formation of a national policy for the lumber industry and it is expected that the meetings will be an aid and stimulus to all interested in this great industry.

Needed Work Must Stop

At the time the armistice was signed the Forest Products Laboratory at Madison, Wis., was carrying on a number of experiments and tests in the utilization of wood and was accomplishing results of great value to the users of wood in practically every line. The work was being carried on at a cost of \$700,000 a year, and the funds provided by regular appropriations were only one-fourth of that sum. The balance was being supplied by the war and navy departments in order to keep the work going and to obtain results demanded by the war. The help from the war and navy departments will stop, and the laboratory finds itself with a large, trained working force, with a great deal of highly important work to be done, and no funds. It looks as if the tests and experiments must be called off and the working force disbanded. Congress has not provided the necessary money for going ahead.

The Mail Bag

B 1214—Chestnut, Birch, Beech, Etc.

Boston, Mass., Feb. 27.—Editor HARDWOOD RECORD: We will appreciate very much having you list our requirements for lumber in your RECORD, as we have noticed you have done for another firm who has recommended you to us. We would like to have quotations at once on the following: Birch, beech and maple from 1 to 4"; chestnut logs and wormy chestnut, whitewood, 1".

B 1215—Logs Wanted

Boston, Mass., March 3.—Editor HARDWOOD RECORD: Will you kindly refer us to some one who can furnish the following or make known in your issue that we are in want of the following: Carload lots of roughly turned rollers, 7" diameter x 18" long with a 1 1/4" diameter hole bored through the center from end to end, and made from the center of green or seasoned gum (preferred) or any other hardwood logs. Logs from which the outside has been removed for veneer or any other purpose. We will write more fully to anyone who can furnish these.

B 1216—Oak Logs to Offer

Point Pleasant, Mo., March 3.—Editor HARDWOOD RECORD: I have out on the Frisco Railway about 20,000 feet of oak logs 12, 14 and 16 feet long, 15 to 36" in diameter. If you can advise me to whom I might sell them to good advantage I will appreciate same. My idea was to sell the larger ones to some veneer concern.

B 1217—Wants Three-Ply Veneer

Brooklyn, N. Y., March 5.—Editor HARDWOOD RECORD: We would thank you for the receipt of a copy of your journal. We are in the market for a quantity of three-ply veneer and would like to hear from manufacturers of same.

B 1218—Has Tupelo Gum

Maud, Miss., March 5.—Editor HARDWOOD RECORD: Do you wish to buy some tupelo gum, or can you tell me who does? I could sell some to the railroad next summer.

B 1219—Beech, Birch, Etc.

Philadelphia, Pa., Feb. 28.—Editor HARDWOOD RECORD: We have for sale 25 carloads of cuttings composed of beech, birch, poplar, chestnut and mahogany, running from 1 1/2" to 16" wide; 1" to 3" thick, cut from No. 1 common and better. This stock is 75 per cent clear, three years dry. Will sell in bulk or in carloads. This stock can be used in any chair or furniture factory. Can be seen at our yard.

Clubs and Associations

Foreign Trade Convention Called

James A. Farrell, chairman of the Foreign Trade Council, has called a convention for that organization at the Congress hotel, Chicago, April 24, 25 and 26. This will be the sixth convention held by this body.

A program for the meeting has been prepared, and experts have been secured to open discussions of important topics. Among the subjects accorded space on the program are the following:

America's need of foreign trade; Post-war foreign trade problems; Commercial education for foreign trade; Foreign trade merchandising; Financing foreign trade; The American merchant marine; Foreign credits; Direct selling; Export combinations; Ocean service.

Annual of Wholesalers

The twenty-seventh annual meeting of the National Wholesale Lumber Dealers' Association to be held at the Bellevue-Stratford hotel, Philadelphia, Pa., Wednesday and Thursday, March 19 and 20, bids fair to be the largest convention in the history of the association.

At each session, in addition to other business, a well-known speaker will address the convention on subjects of interest to the wholesale lumber trade.

The banquet will be held in the Bellevue-Stratford hotel on Thursday evening. On Wednesday evening the members and delegates will be guests of the Philadelphia Wholesale Lumber Dealers' Association at a smoker and entertainment to be tendered by that organization.

The Railroad Tie Association

Although the National Association of Railroad Tie Producers, which was recently organized in St. Louis, is only a few weeks old, it is getting a grip on the situation which is very encouraging to those who have the association's affairs in charge. The membership is increasing. Changes for the better in the inspection of ties are anticipated as soon as inspectors become more familiar with the interpretation of present rules. The last two months have furnished ideal weather for the production of ties. Conditions favorable to the hauling of ties is an extremely important item to the producer with limited capital. These conditions account for the large production of ties which ordinarily would not come out at this season of the year. The transporting of ties by railroads has been speeded also, due

to the fact that railroad operation has not been hampered by the adverse climatic conditions usually prevalent at this time.

The labor surplus has not helped conditions in the tie camps for the producers. There is still a shortage of experienced tie-makers.

Delegates Appointed

The Lumbermen's Club of Memphis, Tenn., will be represented in the National Chamber of Commerce at its next annual meeting by John W. McClure, S. C. Major, and Sam Thompson. They were appointed at the time of the meeting of the National Wholesale Lumber Dealers' Association at Philadelphia.

Wagon Makers to Meet at Louisville

Louisville has been selected for the place of holding the next meeting of the farm wagon department of the National Implement and Vehicle Association on March 20. An all-day session, beginning at 10 o'clock, will be held at the Hotel Seelbach. It is very fitting that the meeting be held at Louisville, not only on account of its convenience for southern and western members of the association, but because of the present wagon standardization program having been determined upon at a meeting in that city. A review of wagon and truck standardization and other matters of equal importance will be made at the coming meeting.

Issues Important Pamphlet on Forest Taxation

Members of the Michigan Hardwood Manufacturers' Association had the pleasure last month of listening to a remarkably able and instructive talk on forest taxation by Orlando F. Barnes, member of the state tax commission. Mr. Barnes outlined an instructive and advanced idea he is advocating to the governor of Michigan for a new system of taxation on forest lands.

The Michigan Hardwood Manufacturers' Association has had the speech printed in pamphlet form, and this very instructive and interesting pamphlet may probably be secured by addressing J. C. Knox, secretary, Cadillac, Mich.

May Turn to Sailing Ships

There is such scarcity of ocean shipping freight room on the regular liners that there is a possibility that exporters of southern hardwoods may be forced to resort to the use of sailing vessels in order to get cargoes of this commodity overseas, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association.

Mr. Townshend left March 5 for Washington for a conference with officials of the U. S. Shipping Board but before leaving he voiced the foregoing. He further said that the principal objection to the use of sailing vessels was the length of time required in putting lumber across the water. He intimated, however, that sailing vessels were preferable to the regular liners, in the respect that they could be secured, since there is a prospect of getting lumber across in the latter as against very little in the case of the former. There is virtually no freight room for March use on the regular steamers and so far the lumbermen have been able to make practically no engagements for April sailing.

There is a good demand from the United Kingdom and from other European sources but there is no way of taking care of the business, with the result that comparatively few orders are being accepted at the moment.

The Southern Hardwood Traffic Association announces that its export department will be in "full operation" in the very near future and that a marine insurance department, capable of writing marine insurance, will be operated in connection therewith. The association asks all members to make inquiries through the department in connection with exports, saying that it is booking several charters for its members now.

It is also announced by the association that some of the roads are already issuing through bills of lading on hardwood lumber exports and the hope is expressed that the other roads will soon do likewise.

Meeting of Cincinnati Lumbermen's Club

Captain H. J. Phiester, president of the M. B. Farrin Lumber Company, was the chief speaker at the meeting of the Cincinnati Lumbermen's Club held at the Hotel Metropole, March 3. He urged the lumbermen to make provision for the permanently crippled soldier on his return. He said the problem of employment of these men was a big one, but that in justice to the boys who had risked their all for the sake of America, every firm should make every endeavor to provide suitable employment for them. Captain Phiester had been overseas for a year.

The meeting was very well attended. W. S. Sterrett, chairman of the committee on federal home loan banks, recommended that the club support such banks as soon as a resolution in the proper form was put before it.

Hall Hagemeyer, who attended the recent meeting in Washington called by the War Industries Board to see what disposition should be made of hardwood and other woods which the government had on its hands, reported that there was not sufficient lumber in the government's hands to affect the market and that could be disposed of by the various lumber organization heads.

Secretary Thoman read a letter from the National Wholesale Lumber Dealers' Association inviting the president and two delegates from the club to attend the convention of that body as its guests in Philadelphia, March 19 and 20. The delegates will be named later.

A letter of thanks was read from the Ohio Retail Lumber Dealers' Association for the club's hospitality to its delegates during a recent convention in the city.

President Morgan announced that the regular nominating committee to select officers for the year would be composed of the following: F. H. Dooling, Myles Byrnes and Dwight Hinckley. The following committee was named from the floor: R. W. Phillips, Roy Thompson and Newell Hargrave.

John R. O'Neill, head of the committee on telephone service, was instructed to watch the course of the proceedings in the Ohio courts, where an injunction has been issued against the new rates.

The club, on motion of Harry R. Browne, went on record as opposed to the repeal of the ordinance which would give an extra hour of daylight.

The following firms were elected to membership: Howard-Barber Lumber Company, Harry F. Henry & Co., Lyon Lumber Company, Risley-Roudebush Lumber Company, Ward-Montgomery Lumber Company, Edgett & Fulton Lumber Company, Milne, Hall & Johns, Inc., and L. W. Rading & Co.

Ryan Heads Southwestern Club

At the meeting of the Southwestern Hardwood Manufacturers' Club held at New Orleans on February 24, Philip A. Ryan of Lufkin, Tex., was elected president; F. L. Adams, Eunice, La., is first vice-president; J. B. Robinson, Mound, La., second vice-president and A. N. Smith, Blanks, La., third vice-president, with A. C. Bowen of Alexandria, La., secretary. Directors for three years are: C. E. Walden, Beaumont; H. J. Brenner, Alexandria; Albert De Deutsch, Oakdale, La.

The next meeting will be held at Alexandria, March 19.

With the Trade

C. W. Hill Represents Rib Lake Lumber Company

The Rib Lake Lumber Company of Rib Lake, Wis., announces that C. W. Hill is now representing that firm in southern Wisconsin. Mr. Hill lives at Milton Junction, Wis., this being very accessible to all parts of the territory he covers. The company is sending out a monthly stock list covering its hemlock and hardwood stocks.

The Rib Lake Lumber Company has established a remarkably clean reputation for honesty of its methods and goods.

J. T. Kendall Becomes Manager of Lumber Company

J. T. Kendall, assistant secretary of the American Hardwood Manufacturers' Association, has resigned his position, effective March 15, to become sales manager of the Gayoso Lumber Company which has two large band mills in Memphis and Blaine, Miss., and which carries from 10,000,000 to 12,000,000 feet of southern hardwoods in stock.

Mr. Kendall was assistant manager of the old gum association until he was made secretary of the old oak association. When these two bodies were merged into the American Hardwood Manufacturers' Association, he was made assistant secretary of this. He is very popular with members of this body and his resignation has been accepted by officers of this organization with expressions of the most sincere regret. His successor has not yet been announced. He is no stranger to the selling end of the lumber business. He was, before becoming identified with the association work, assistant sales manager of the York Lumber & Manufacturing Com-

pany, Memphis, and prior to that he was connected with the sales department of the Memphis Column Company. He is a comparatively young man and has such ability and such energy that his friends are making very optimistic predictions regarding his future.

To Operate Casket Factory

The old Bennett furniture factory at Charlotte, Mich., which has stood idle during the past ten years, has been sold to Grand Rapids parties who will convert it into a factory for making hardwood caskets. The firm will be known as the Charlotte Casket Company. The factory has a lot of good machinery, which can be put to good service.

New Insurance Company Organized

The Lumber Industries' Insurance Exchange has been formed in Chicago and authority granted by the Illinois Insurance Department to solicit members. The exchange is under the management of Fleming & Davis, a partnership made up of A. J. Davis of A. J. Davis & Co., insurance brokers, Chicago, and Walter S. Fleming, who has been associated with that company for some time.

Membership in the exchange is limited to concerns engaged in lumber manufacturing whose financial rating is over \$200,000, and whose risks measure up to a high physical standard.

In announcing the exchange it is stated the object is to reduce the cost of insurance through the medium of personal service and the elimination of risks that are not in line with uniform standard.

Perkins Sues North Carolina Company

The Perkins Glue Company has brought suit against the Consolidated Veneer and Panel Company and W. G. Munyan of High Point, N. C., for infringement of the Perkins vegetable glue patent. The Perkins company charges the defendants have infringed by mixing up and using vegetable glue in glueing up veneered stock for furniture and also that W. G. Munyan has sold vegetable glue for this purpose.

Death of Prominent Lumberman

Anthony Miller, a well-known lumberman of Buffalo and long at the head of a large hardwood business here, died at his home, 220 Emslie street, Buffalo, on February 24, aged sixty-one years. He had been in poor health for the past six months or more and for two months had been able to give little attention to business. On February 14 he underwent an operation from which he failed to rally.

His first experience in the lumber business was gained with the Buffalo and Pennsylvania firm of F. H. & C. W. Goodyear, with whom he started in 1875 and worked up to a responsible position. In 1894 he entered the hardwood trade on his own account, with office and large wholesale yard at 893 Eagle street. Two years ago he formed the Miller Lumber Company, Inc., his associates being his sons, Oscar L. and Elmer C., and Eugene Nostrand. He was a man of quiet but genial temperament, popular among the many with whom he came in contact socially and in business. He was fond of automobiling and was a strong advocate of road improvement. He is survived by his widow, Mrs. Emilie Langner Miller, and by five children: Mrs. Edwin Maier, Oscar L., Elmer C., Ella and Alfred Miller. The funeral, which was held at the family home on February 26, was quite generally attended by the lumbermen of Buffalo.

The business of the Miller Lumber Company is to be continued by Mr. Miller's two sons and their cousin, Eugene Nostrand.



THOMAS E. COALE, PRESIDENT AMERICAN EXPORT LUMBER CORPORATION.



J. T. KENDALL, MEMPHIS, TENN.



THE LATE ANTHONY MILLER, BUFFALO, N. Y.

Death of W. S. Keith

On February 16, 1919, at his home in Waukegan, Ill., occurred the death of William Scott Keith, aged seventy-five years. He was born in Massachusetts, served in the Union army during the Civil War, and afterwards located in Chicago where he at first engaged in banking but later identified himself with the lumber business, under the firm name of Hatch, Holbrook & Co. The name subsequently changed to Hatch & Keith and then to Keith Lumber Company. He was the first president of the Chicago Lumbermen's Association.

Death of Capt. R. C. Priddie

The death of Capt. Richard Priddie, Beaumont, Tex., son of Supreme Snark W. A. Priddie, caused general regret throughout lumber circles, for "Dick," as he was familiarly known, was one of the prides of the lumbermen. His grandfather, Capt. William Wiess, was the founder of the Reliance Lumber Company, and Dick was considered a product of the lumber regions. He was in Pittsburgh, Pa., taking a technical course when the war broke out and although not yet twenty-one years of age, volunteered his services and was assigned to the Plattsburg officer's military training camp as an instructor. From there he was sent to France, and after a short time in the Paris artillery school was sent to the front. He proved so efficient in his work that he was returned to the United States and assigned to Ft. Sill, Okla., as artillery instructor. He was rapidly promoted to captain and regarded as one of the most efficient instructors in the service. Shortly after the signing of the armistice he resigned to resume his studies and was stricken with pneumonia while at the Pittsburgh University. Interment was in Beaumont, Tex.

Death of Adolph Loveman

Adolph Loveman, Nashville, Tenn., member of Lieberman, Loveman & O'Brien, one of the largest hardwood lumber concerns in the South, died suddenly at his home in Nashville. Mr. Loveman was seventy-one years of age, and was one of the most highly esteemed business men of the city. He had been a member of the lumber firm since its organization, and was a type of man who was a credit to his city and state. He was a native of Hungary, and came to America when a child. The day before his death he was at his office, and apparently in good health. He was a man of genial disposition, and had a remarkable faculty for winning the friendship of the large number of employees of his firm, as well as men with whom he came in contact in business. He leaves a widow and one son.

Death of Olin White

News of the death in New York of Olin White caused much regret to members of the lumber trade. Mr. White removed from Nashville to New York about five years ago to accept a position with Love, Boyd & Co. Previous to that time he had looked after Nashville interests of Wistar, Underhill & Nixon of Philadelphia. He was thoroughly equipped for looking after the hardwood trade, and held high positions with various firms during his business career. He leaves a widow and two children.

Chickasaw Plant Burns

The plant of the Chickasaw Cooperage Company at McGehee, Ark., was destroyed by fire on March 4. The mill building was a total loss and the machinery was badly damaged. The loss is estimated at \$10,000. The fire originated in the oil room of the building and there is rumor of suspicion that it was of incendiary origin. This plant was one of a chain of heading mills owned by the company whose main office is at Memphis. It is stated that the plant will be rebuilt and new machinery installed immediately.

Building New Plant at La Crosse

Ori J. Sorensen, designer and manufacturer of high-grade fixtures at La Crosse, Wis., is building a new fireproof factory of large proportions. The main building is 120x200 feet and will be equipped with the most modern machinery entirely electrically driven. All lumber will be kept under cover completely away from the weather.

HARDWOOD RECORD understands that the plant is really a model in efficiency of design. It is all one floor and so arranged that the raw material comes in at one end and the finished product, when ready for shipment, is in another part of the building. Thus there is no interference in any of the operations as they go through the plant. No part of the work travels over the same floor space twice. Also all elevator and handling expense is eliminated.

This new plant will increase the production of the factory three times.

Butz Lumber Company Is Incorporated

One of the newest firms in the eastern trade is the Butz Lumber Company, handler of wholesale lumber, Wilmington, Del. The company is incorporated for \$100,000 and will do a wholesale business, specializing in white pines and hardwoods covering eastern Pennsylvania, Maryland, Delaware, and New Jersey.

George W. Butz, Jr., of Wilmington is president; Robert H. Kay, North Tonawanda, N. Y., vice-president, and L. L. Maloney, secretary and treasurer.

Mr. Kay is general manager of Smith, Fassett & Co. of North Tonawanda, and has been connected with the white pine industry in all its branches for the last fifteen years or more. Previous to his connection with Smith, Fassett & Co., Mr. Kay was with E. B. Foss & Co. of Bay City, Mich., where he held the position of buyer.

Mr. Maloney is one of the best-known bankers in Maryland and through being connected with several lumber interests is thoroughly familiar with the lumber business.

George W. Butz, Jr., has been in the lumber business for the past ten years. Previous to the organization of the Butz Lumber Company, he was associated as treasurer with the R. H. Catlin Company of Wilmington.

Buffalo Compiles Co-Operative Stock List

A new idea in community advertising has been instituted by members of the Buffalo hardwood trade, who a short time ago made a detailed study of the hardwood stocks available in that city. All of the big hardwood yard owners got together with a mass statement of the stocks on hand, which surely makes a big showing. The list gives a large assortment of all the leading woods and includes nearly a dozen sorts which have to be listed as "occasional" nowadays, although it includes some sorts that used to be available.

The point of the new idea is that Buffalo recognizes its own supremacy as the principal eastern depot for hardwood lumber and is preparing to maintain that reputation.

Large Timber Tract Changes Hands

A tract that will cut 8,000,000 feet of saw timber, 150,000 pit props, and 100 carloads of locust posts, located near Romney, W. Va., recently was purchased by John Curry of Connelisville, Pa. The price has not been announced. The property has a mill with a daily capacity of 30,000 feet, and active operations will begin at once. The prevailing timber on the tract is oak.



THE LATE W. S. KEITH,
WAUKEGAN, ILL.



THE LATE CAPT. R. C. PRIDDIE,
BEAUMONT, TEXAS.



THE LATE ADOLPH LOVEMAN,
NASHVILLE, TENN.

Lumber Office Opened in Memphis

The Chicago Lumber & Coal Company has opened an office at Memphis, Tenn., where it will handle hardwoods cut by mills either owned or controlled by the company. The office is located in the Exchange building, where J. H. Maassen will be in charge; S. B. Schwartz will be sales manager of the new department, and L. W. Tibbits will occupy the position of traveling representative. These men have had much experience and have been successful. Mr. Maassen for ten years was associated with the Fullerton Powell Hardwood Lumber Company; Mr. Tibbits was five years with the same company; while Mr. Schwartz was associated with the Gayoso Lumber Company for twelve years.

The new department starts with an assorted stock of 30,000,000 feet of hardwood lumber, and will open an export office in New Orleans.

The cypress and hardwood departments were formerly combined in the headquarters of the Chicago Lumber & Coal Company, at East St. Louis, Ill. The department was in charge of F. T. Beck, sales manager, and Mr. Beck will remain in St. Louis to operate an exclusive cypress department, which the growth of the cypress trade necessitates. The cypress shipped by the firm in 1918 aggregated approximately 24,000,000 feet, and was secured from the band mills of the company in Louisiana.

The Chicago Lumber & Coal Company started in a small way in 1866 and the growth has been steady during the fifty-three years intervening between that time and the present. Last year the company's business reached a total of 10,916 cars of lumber. It controls five band mills, one of which, at Ravenwood, La., it owns.

The export business will be managed by W. N. Lynch, who was formerly connected with the Riggs-Terrell Lumber Company, New Orleans.

Wholesale Organization Launched

The American Export Lumber Corporation, which is the export branch of the National Bureau of Wholesale Lumber Distributors, has perfected its organization. The executive committee met in New York the early part of the month and worked out the final plans for the movement, also appointing as temporary officers the following members:

President, Thomas E. Coale, Philadelphia; first vice-president, Benard L. Tin, New York; second vice-president, John B. Montgomery, Pittsburgh; secretary-treasurer, F. S. Underhill, Philadelphia.

The legal counsel of the organization is to be George B. Davies, New York, and Franklin D. Jones of Washington, D. C.

The corporation will be a stock company owned by members of the National Bureau of Wholesale Lumber Distributors. It is incorporated under the Webb act and as is indicated, is designed for the purpose of stimulating foreign trade among members of the association, it being conceived that much more effective development will result with centralized action and distribution.

The corporation will be in exceptionally strong condition, as it will handle all classes of stock. At present there are seven divisions covering seven varieties of wood. Each division is represented by its own committee and the whole plan contemplates close checking up on stocks, market prices, etc. Each member will receive but one vote regardless of the amount of stock he owns in the corporation, which charges a commission of five per cent for handling the business and makes its purchases from members only except where it may be absolutely essential to go outside. Thus the membership makes its profit on its sales to the corporation and the members holding stock get further returns from dividends.

The association is now represented by an investigating committee, which

is touring Europe. This committee is composed of the following well-known wholesalers: Louis Germain, Pittsburgh; J. W. Turnbull, Philadelphia; F. d'Anguera, Chicago; Roy C. Daly, Seattle; L. F. Driver, Thomasville, Ga.

Stonebraker Enters Export Business

F. E. Stonebraker, who since the organization of the Southern Alluvial Land Association at Memphis has served most efficiently as secretary and manager of that organization, has resigned to go into the export lumber business. Mr. Stonebraker has been a lumberman for many years and prior to becoming secretary of the land association was prominently known as a leading lumber exporter at Memphis. He has made a remarkably fine reputation and has built up the association to a very strong position. Members of the organization sincerely regret his leaving and have expressed their regret and their regard for Mr. Stonebraker in concrete form.

Mr. Stonebraker is succeeded by F. D. Beneke of Memphis, who has been connected with newspaper work in and around Memphis for a number of years. Mr. Beneke has served on the Memphis Commercial Appeal in a reportorial capacity and has made a specialty of working up articles on the Mississippi alluvial land region. Mr. Beneke has been closely associated with government publicity work during the progress of the war and in various directorships. He will have associated with him Vincent M. Carroll, who will act as field secretary.

Mr. Carroll is very well qualified by experience to carry on this work.

From War to Lumbering

Lieut. H. D. Wilmoth and F. J. Honeymeyer, both fresh from the European battlefields, have entered the employ of the J. C. West Lumber Company, Cincinnati. Lieut. Wilmoth commanded a trench mortar platoon at Chateau Thierry, and also took part in the St. Mihiel drive and the Argonne battle. Just before the armistice was signed he was sent to America to train troops in the use of trench mortars, and he was at Camp Sevier, S. C., when the war closed. He has now entered the service of one company named above, and will enter the work of salesman in Ohio.

Mexico Proposes to Pay Its Debts

Mexico has inaugurated a movement looking toward paying the nation's debts. No interest or principal has been paid during the past four years. Arrangements are now contemplated whereby payments can be resumed. A commission has been sent to the United States to discuss the matter with bankers. The national debt now totals \$700,000,000, Mexican, which is about \$47 per capita. That debt is not very large compared with the debts of some other nations; but the Mexicans are proverbially poor pay. Any movement toward taking care of the public debt will be watched with interest by business men of the United States who wish to increase their operations in Mexico.

Enameled Wooden Beads

A new kind of beads are becoming fashionable. They are made of wood, covered with a coating of enamel, but so well is the wooden center concealed that the ordinary purchaser is not aware that the beads are made of wood. They pass for porcelain or some rare material and only when the coating is cracked is the wood visible. Woods with fine grain and capable of receiving a high polish are suitable for such beads. Soft maple is one of the best.



PHILIP A. RYAN, PRESIDENT SOUTH-WESTERN HARDWOOD MANUFACTURERS' CLUB, LUFKIN, TEXAS.



J. H. MAASSEN, IN CHARGE MEMPHIS OFFICE CHICAGO LUMBER & COAL COMPANY.



S. B. SCHWARTZ, MEMPHIS SALES MANAGER, CHICAGO LUMBER & COAL COMPANY.

Pertinent Information

Lumber Exports During Year

The value of all exports of forest products from this country during 1916 was \$59,839,256; in 1917 the value was \$71,362,591, and in 1918 the total was \$87,306,371. Much of the increase in value, when late years are compared with earlier, is due to advance in prices, but there was some increase in quantity as well as in value.

The export of yellow poplar in 1916 amounted to 11,859,000 feet, and in 1918 to 23,488,000 feet. Redwood, 29,710 feet in 1916 and 35,835,000 in 1918. But the export of oak totaled 65,184,000 feet in 1916 and only 64,663,000 in 1918, but the value in 1916 was \$2,746,097 and in 1918 it was \$3,710,479. Nearly twice as many railroad ties were exported in 1916 as in 1918. The value of furniture exported in 1916 was practically the same as in 1918.

Oak and Osage Orange Treenails

Speaking of the use of woods other than locust as treenails, a government official bulletin says:

The use of live oak and osage orange for treenails in addition to locust was recommended after a thorough investigation of the suitability of various species for this purpose. The inclusion of these two woods relieved the seriousness of the situation caused by the failing supply of locust.

Canadian Lumber Census

A census of the lumber industry in Canada has been completed by the Dominion Bureau of Statistics, embracing 2879 operating concerns, of which 52 were in Alberta, 251 in British Columbia, 29 in Manitoba, 255 in New Brunswick, 462 in Nova Scotia, 603 in Ontario, 60 in Prince Edward Island, 1151 in Quebec and 16 in Saskatchewan.

The total invested capital is \$149,266,919, number employes of on salaries is 3,159 and the average number of employes on wages is 54,336.

The value of the annual output is \$115,777,130. The census covered 29 kinds of lumber, the principal kinds and the yearly production being:

	Feet.		Feet.
Spruce	1,466,558,000	Norway pine	119,321,000
White pine	791,609,000	Balsam	102,373,000
Douglas fir	706,996,000	All others	483,133,000
Hemlock	322,722,000		
Cedar	149,999,000	Total	4,142,711,000

A Large Timber Raft

A large raft containing 4,000,000 feet of sawed lumber, arrived safely in Copenhagen some days ago, having been towed from Finland by two ocean-going tugs. It is said that many sawmill concerns in Finland and in Sweden have been watching the experiment with great interest, and now that it has proved successful, will send many more similar rafts to various Baltic ports. The lumber is much needed in Denmark as the country has suffered greatly from lack of building materials. A company has now been formed by a number of corporations for building houses on an area of 800 acres of land south of Copenhagen. The buildings will be villas and three-story houses, giving room in all for about 50,000 people. The city administration has spent more than \$10,000,000 during the war in building barracks for the homeless and is now about to appropriate another million for building more permanent houses.

Using Waste Wood

The government forest laboratory at Madison, Wis., continues its war on waste. Wood flour and wood silk are among the articles to which special attention has been paid of late, though they are not new.

Wood flour is an important material in the manufacture of linoleum, phonograph records, and explosives. It is made by grinding spruce or hemlock on the end grain against a revolving grindstone, the wood being kept continually wet while grinding. It is then mixed with other materials for the manufacture of the articles named. Because of the high price of cotton, the use of wood pulp and wood flour has been greatly extended. Tanbark has been successfully substituted for rags in the making of roofing felt, and a similar wood product is used in the manufacture of fibres for wood silk. Many thousands of pairs of army socks have been made of this artificial silk sometimes reinforced as to toes and heels with cotton. Another method of treating wood is the paper making process in the production of twine, rope, webbing, furniture reed, basket braid and rugging. Paper made from this chemical wood pulp is twisted into strands, and in furniture reed, shellac is applied for waterproofing.

House Building in Canada

Canada, as well as the United States, is facing a housing shortage, and the Dominion government has stepped in to help solve this imperative problem by creating a housing fund of \$25,000,000. This fund will be available by way of a loan to the several provincial governments for the carrying out of a program for the construction of model houses for industrial workers. The amount of the loan to each province is based upon its proportion of the total population of Canada. On this basis, in Alberta, for instance, the loan will provide for about 530 houses at a cost of \$3,000 each. It is designed that the money shall be used in the larger industrial centers only and for workmen's dwellings but it is probable that some of the smaller mining sections will receive aid because of their great need.

War & Reconstruction

1860-70

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Write for particulars

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56 PINE STREET, NEW YORK

Hardwood News Notes

MISCELLANEOUS

The Arkansas Dimension Mill recently began its saw milling business at Marked Tree, Ark.

The Australian Hardwood Company, San Francisco, Cal., has changed its name to the Richards Hardwood Lumber Company.

The Ohio Casket Company, Columbus, O., has increased its capital stock to \$60,000.

The Barnwell Saw Mill Company has moved from New York, N. Y., to Ellenton, S. C.

The Lake Lumber Company, Bush, La., has incorporated under the same name with a capital of \$14,000.

Recent incorporations are: The Watson Wooden Toy Company, Boston, Mass., capital \$60,000; the Steves Sash & Door Company, San Antonio, Tex.; the Grand Saline Lumber & Supply Company, Grand Saline, Tex.; the Pan-American Trading Company, Brewton, Ala., capital \$4000; the Liberty Lumber Company, Kimbrough, Ala., capital \$6000; the Huntington Casket Manufacturing Company, Huntington, W. Va., capitalization \$50,000; the Liberty Lumber & Manufacturing Company, Bristol, Tenn., capital \$15,000.

The Badger State Lumber & Land Company, Arnott, Wis., has been succeeded by the Clifford Lumber Company, with a capital of \$75,000.

There have been a number of changes in Tennessee concerns, viz.: The E. & N. Manufacturing Company, Nashville, has reorganized; Cohn & Goldberg, Nashville, have been succeeded by A. L. Goldberg & Son; Henderson Baker has retired from the Joseph Scheffer Lumber Company, Nashville, as has J. L. Duann from the Campbell & Dann Manufacturing Company, Tullahoma.

The capital stock of the Red Cedar Works, Richmond, Va., has been increased from \$900,000 to \$1,425,000.

There has been a change in ownership in the Climax Saw Mill Company, Climax, Ala.

The Johnson City Lumber Company recently began business at Johnson City, Tenn., and at Corinth, Miss., the Short Dimension Sales Company is a new outfit.

The Caldwell & Gates Company, Rio, Wis., has increased its capital from \$150,000 to \$300,000.

The Swain-Karmire Lumber Company has moved its office from Shelbyville, Ind., to Fulton, Ky.

The Wolverine Manufacturing Company, Detroit, Mich., has sold out to the Trippensee Manufacturing Company.

The Huff-Stickler Lumber Company, South Bend, Ind., will increase its capital to \$200,000.

The Clover Leaf Lumber Company has incorporated at Wausau, Wis., with a capital of \$10,000; at Rhinelander, Wis., the McDonald-Krause Lumber Company is a recent incorporation at \$10,000; at Sidney, O., the Mull Woodwork Company has been incorporated with \$250,000 capital; a \$15,000 corporation is the Reliance Wood Heel Company, at Boston, Mass.; the Carolina Lumber Products Company, with a capitalization of \$5000, has been incorporated at Augusta, Ga.; Portland Burial Case Company, Portland, Me., capitalized at \$25,000, and at Farmville, Va., the Taylor Manufacturing Company has incorporated at \$25,000.

The capital stock of the Holly Ridge Lumber Company, Louisville, Ky., has been increased from \$250,000 to \$350,000.

CHICAGO

The E. A. Mercadal Lumber Company is liquidating here.

A fire on February 21 destroyed part of the office of the Mears-Slayton Lumber Company, city, most of the barn and the lumber shed between

Why Long-Bell Lumber Is Trade-Marked

For a quarter of a century we have manufactured lumber that has maintained a reputation for uniform high quality. For an equal period a constantly increasing number of consumers have purchased our products, and, in many cases, did not know who made them. Now all our lumber and timbers bear this trade-mark

Long-Bell

The Mark On Quality Lumber

Because of our capacity and ability for service, our modern equipment, our care in grading and efficient supervision of each process of manufacture, we believe it should be possible for retail lumber dealers to take advantage of the quality of our products. Therefore, all Long-Bell lumber and timbers are branded with the above trade-mark.

Our largest national advertising campaign, referring the reader to the dealer, will make bigger, better business for dealers who sell Long-Bell branded lumber products.

The Long-Bell Lumber Company

R. A. Long Bldg., Kansas City, Mo.

Manufacturer of

**SOUTHERN PINE, HARDWOOD, OAK FLOORING, and
CREOSOTED POSTS, POLES and WOOD BLOCKS**

the barn and the office. The loss amounts to about \$12,000, which was fully covered by insurance.

After having been in New Orleans, La., in attendance at the Southern Pine Association meeting, A. M. Manning, who is vice president of the Felger Lumber & Timber Company, Grand Rapids, Mich., stopped off in Chicago on March 3.

George H. Ostrander, assistant sales manager of the W. M. Ritter Lumber Company, Columbus, O., was in the city for a few days last week. He made as quick a trip as possible because of the serious condition of his wife's health. Mr. Ostrander says that business is looking very good with his concern, and that he sees no reason at all for any promiscuous cutting of values. The Ritter interests turn out an immense amount of hardwoods annually, but this year will put out probably not more than fifty or sixty per cent of normal cut.

H. Hall, representing William Mallinson & Sons, Ltd., of 130 Hackney Road, London, England, handlers of timber and veneers, has been visiting this country for the past two months, and is very optimistic about the future of the lumber business, particularly as it applies to his own country and the United States.

C. B. Allen, Jr., of the Allen-Eaton Panel Company, Memphis, Tenn., was in the city on March 5.

The Hardwood Mills Lumber Company is now located in its new office quarters at 717-718 Monadnock building, it having moved there from suite 1423-1424 in that building.

Roy O. Martin of Nickey Brothers, Inc., Memphis, Tenn., was in the city this week.

The National Lumber Manufacturers' Association has been ably represented at numerous recent eastern meetings held by its architectural engineer, R. S. Whiting, and after a very busy time, Mr. Whiting returned to his desk here last week.

J. F. Strack, well-known as representing the McLean interests of Buffalo, N. Y., and Memphis, Tenn., has now opened offices at 901 Lumber Exchange, Chicago.

L. J. Pomeroy of the Landeck Lumber Company, Marquette building, Chicago, has returned to take care of his business here after having been on a selling trip to Wisconsin points during last week.

BUFFALO

The Hugh McLean Lumber Company has started up its mill at Memphis, which has been shut down for the past month for repairs.

The Buffalo Automobile Show began on March 4 with large crowds in attendance. The show had about 200 different cars on exhibition, ranging from the highest to the lowest in cost, and including a large number of motor trucks.

Councilman A. W. Kreinheder spent a short vacation at Mount Clemens recently. He anticipates that the city will do a good deal of building and other municipal work this year.

The Cornell Wood Products Company, a Chicago wall board concern, has brought suit in Supreme Court here against the Plastergon Wall Board Company of Buffalo, asking \$46,000 damages. It is claimed that former employees of the Cornell company conspired to injure its trade and to divert it to the Plastergon company by obtaining possession and using lists of customers and other confidential information.

The government lately proceeded against three North Tonawanda lumbermen—A. K. and F. W. Silverthorne and James McConkey—claiming a conspiracy to defraud on shipments to the Railroad Administration. Overbidding to the extent of \$250,000 to \$500,000 is alleged. Bail was fixed at \$15,000 in the case of A. K. Silverthorne and \$7,500 each for the other two men. On complaint of the Silverthorne attorney, who claims that federal officers have unwarrantedly seized books and papers, Justice Hazel has ordered these taken over by the court. The attorney says \$55,300 in Liberty bonds and other securities of the defendants is also missing.

CANADA

Lieut. W. S. Waldie, former sales manager of the Victoria Harbor Lumber Company, Toronto, who had been serving with the Canadian Forestry Corps in France and England, died recently of pneumonia in Wales at a Canadian demobilization camp where he was awaiting transport for home.

The Fesserton Timber Company, Toronto, has leased the sawmill and roasting plant of the Monteith Pulp & Timber Company at Monteith, Ont.

A newly incorporated lumber company, known as M. & M. A. Deans, Ltd., has been formed at Sprucedale, Ont., to carry on operations in that district.

A deputation representing the Canadian Lumbermen's Association and the Canadian Pulp & Paper Association waited upon the Federal Government recently to urge employment of returned soldiers in reforestry operations in Canada. It is felt that many of them are particularly adapted for this line of work.

Lalonde Bros. & Co., Cochrane, Ont., have been granted a charter with a capital stock of \$75,000 and will carry on extensive operations in logging, lumbering and pulpwood.

The French River Lumber Company is a newly organized firm with headquarters at Sault Ste. Marie, Ont., which will operate mills at Garden

Southern Hardwoods

Well Manufactured from Good Timber

Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

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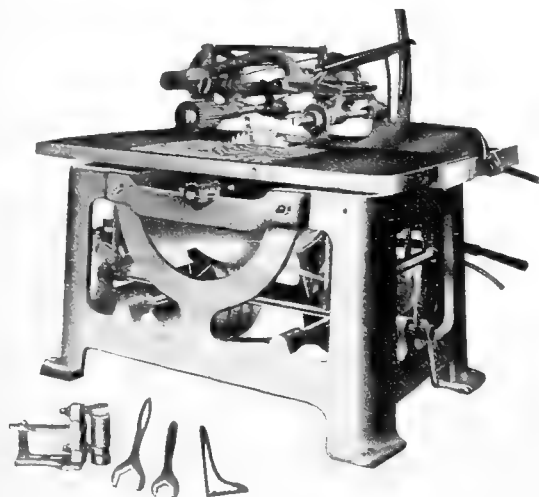
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GREENVILLE, MISS.

For Greatest Range of Uses

and

Easiest Handling

buy the



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY
INDIANAPOLIS, INDIANA

River and will cut timber on 21,000 acres in that section which has been purchased from the Garden River Timber Company.

Stevens-Hepner Company, Ltd., Port Elgin, Ont., manufacturer of brushes and brooms, have recently increased its capital stock from \$50,000 to \$500,000.

The Pacific Box Lumber Company, Vancouver, B. C., has just completed a pail plant which is the only one of its kind in the four western provinces and has a capacity of 1,000 pails a day. It has also completed a mill which cuts 60,000 feet a day and three drykilns supplying lumber for its box factory.

E. C. Parsons, late of Vancouver, B. C., where he was engaged with the Pacific Lumbermen's Inspection Bureau has joined the staff of the Canadian Western Lumber Company at its Toronto office as associate manager.

The Canadian railway companies have advised shippers that their instruction regarding credits, which was to have gone into effect on March 1, would not be enforced until at least June 1.

The Canadian Railway War Board, composed of representatives of the various railways, working in the interests of the railways, decree that credits could no longer be advanced to shippers, and that after March 1 they would have to pay cash for their shipments, or otherwise place a bond with a company, satisfactory to the railway company, to secure several days' credit.

The action of the railway companies in not enforcing the order is due to the protests that have been made by numerous associations and individuals.

PITTSBURGH

The Greenwood Lumber Company has been organized at Clearfield, Pa., and has bought a tract of timber near that place which will cut about 3,000,000 feet of lumber, largely hardwood.

The Pittsburgh Wholesale Lumber Dealers' Association last week elected these officers for the ensuing year: President, E. S. Dunn, Allegheny Lumber Company; secretary and treasurer, J. G. Criste, Interior Lumber Company; vice-president, J. H. Henderson, Henderson Lumber Company; and directors, Fred R. Babcock, Babcock Lumber Company; William H. Schuette, William Schuette & Co.; J. A. Cheyne, Penn Door & Sash Company; E. H. Stoner, West Penn Lumber Company, and Alex Willson, Willson Brothers Lumber Company.

E. V. Babcock of the Babcock Lumber Company attended the conference of governors and mayors which President Wilson called at Washington last week.

The Carnegie Steel Company is arranging to spend \$1,000,000 more for improving its plants at Farrell, Pa., and will be in the market for considerable hardwood on this account.

The Peffer Lumber & Supply Company is a new concern at Punxsutawney, Pa., organized with the following incorporators: George Peffer, E. F. Boss and N. L. Boss.

W. M. Rodgers of the West Penn Railways Company and J. M. Curry of Connellsville, Pa., have bought 3000 acres of timber near Cumberland, Md. A large part of it is oak and the entire tract will produce about 8,000,000 feet of lumber.

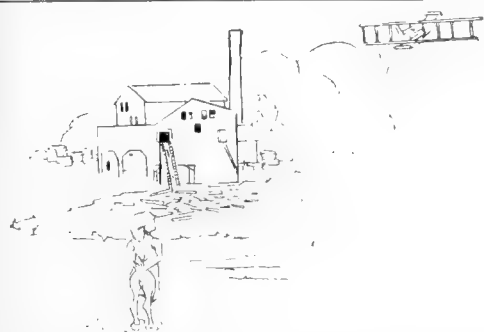
Governor William C. Sproul has approved the purchase by the State Forestry Commission of 20,392 acres of land in Union, Lycoming and Clinton counties at price of \$2.40 per acre for forestry purposes.

BALTIMORE

A decided improvement is being noted here in building activity, the total declared value of the structures for the erection of which permits were issued during the month being not less than \$605,474, which is a great increase over the same month of last year. Preparations are being made by contractors and builders everywhere to take up construction work, and from present indications the activity this year will be limited only by the volume of labor available. Meanwhile the real estate men are taking advantage of the scarcity of dwellings that exists here to buy up all the property they can get and holding it at higher prices. Owners who tried unsuccessfully for years to dispose of their holdings suddenly find themselves in a position not only to get purchasers but also to realize prices which they never expected to secure, and the values have gone up at least fifty per cent. Of course, such an increase in value, taken together with recessions in the cost of materials that have already taken place, will stimulate building as it has not been encouraged for a long time, and in a comparatively short while a decline may be expected. The annexation of a large area of the rural districts to the city, bringing into the municipal limits a territory of about ninety square miles, will be taken advantage of to start developments. A thinning out of the population, owing to the suspension of war work, may also be looked for.

The prospects in the way of building and the consequent expansion in the demand for lumber were made the subject of an informal discussion at the recent quarterly meeting of the Lumber Exchange. A decidedly hopeful feeling was shown among the membership with regard to the prospects for lumber, and it was freely predicted that a period of prosperity was ahead. The exchange decided to co-operate with the board of trade in a movement designed to bring factories and other establishments to Baltimore, and it was resolved to make a contribution commensurate with the importance of the exchange to the fund.

W. S. Smith, manager of the Johnson City Lumber Company of Johnson



Our Methods Typify Modern Lumber Merchandising

WE are equipped to load and start shipment on special orders within twenty-four hours after receiving them. This strong statement is a fact based on our having planned our operating facilities to provide well assorted shipping points. Frequently, by concentrating all five points on one order we have loaded out ten or fifteen cars of one grade and thickness within one day. In this era when you order what you need you usually need it immediately. Try out these facilities with a guaranteed straight grade shipment.

Clean Dealing Is Our Business Policy

ABERDEEN LUMBER COMPANY

MANUFACTURERS AND WHOLESALERS

PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

City, Tenn., was a business visitor in Baltimore two weeks ago.

T. W. Bledsoe of Brown, Bowman & Bledsoe is back after a trip down to sections of western North Carolina and other territory, and states that he found much interest among buyers there in the offerings. He inclines to the belief that the demand will keep up and that prices will be maintained.

John L. Alcock, John L. Alcock & Co., and Walter B. Brooks, Ryland & Brooks Lumber Company, have been named among the directors and incorporators of the newly organized Export and Import Board of Trade, which will encourage foreign business in all its branches.

COLUMBUS

According to the monthly report of the Columbus building department the number of permits issued during February, 1919, was 167, having a valuation of \$571,470. This is an increase of about 261 per cent over the valuation of permits issued during February, 1918. Among the largest permits was one for the construction of the Pennsylvania round house to cost \$370,000.

The Wooten Lumber Company, Akron, has been chartered with a capital of \$50,000 by M. L. and J. E. Wooten, Carl M. Myers, D. F. Stambaugh and C. S. Lamb.

The Garber-Marsh Lumber Company, Dover, has been incorporated with a capital of \$40,000 by John H. Garber, Alvin C. Marsh, Wallace P. Marsh, John J. Marsh and Francis J. Huff.

A complete reorganization of the Ward-Brock Sash & Door Company, Cincinnati, has been effected by the election of H. W. Brock, president; G. R. Lampton, vice-president; J. J. Raleigh, secretary, and L. W. Brock, treasurer.

The Purdy Lumber Company, Cincinnati, has been chartered with a capital of \$10,000 by Donald G. Purdy, Edward F. Peters, Frank E. Burnett, J. G. DeFosset and S. Geismar.

The Risley-Roudebush Lumber Company, Cincinnati, has been incorporated with a capital of \$20,000 by Archie W. Bell, Jacob Weber, F. E. Risley, J. L. Roudebush and D. M. O'Hearn.

The McCuer Lumber Company, Warren, has been incorporated with a capital of \$50,000 by F. R. McCluer, Arthur Job, Maude Gillmer, R. A. Cobb and R. I. Billings.

R. H. Horton of the W. M. Ritter Lumber Company reports a better demand for hardwoods, especially from manufacturing plants. Retailers are also buying better, but the bulk of the trade comes from factories. Prices are well maintained all along the line. Shipments are coming out well and no delay from railroad congestion is reported.

J. A. Ford of the Imperial Lumber Company reports a good demand for West Virginia hardwoods with prices holding up well in every respect.

With the election of B. M. Freeman as secretary and treasurer of the National Association of Builders' Exchanges the executive headquarters of the association will be moved from Philadelphia to Columbus. Mr. Freeman served the year previous as treasurer and previous to that time he was commissioner for Ohio. The work of the secretary consists largely of collecting and tabulating statistics on building and construction work.

EVANSVILLE

During the past few weeks the Evansville Veneer Company has purchased considerable lumber, which it has stored in its yards adjoining the big veneer mills. George O. Worland says that a natural dropping off of foreign woods during the recent war has caused a big shortage in the exotic veneers, and as a result the American woods are in greater demand than before. Red gum, black walnut and other veneer woods of this country are now taking the place of Circassian walnut, mahogany and other imported timbers.

Walter Palmer, a well-known lumberman, late of Memphis, Tenn., has accepted a position as salesman with Maley & Wertz, hardwood lumber manufacturers of this city, and is now installed in his new job.

Ralph May of May Bros., Memphis, Tenn., visited friends and transacted business here recently. He was formerly a resident of Evansville and has a large circle of acquaintances here.

Plans have just been completed for the new addition for the Wertz-Klamer Furniture Company. The addition will have 50,000 square feet of floor space. Ground has been broken and work on the new addition has started.

A real employees' club house, containing a library, cafeteria and auditorium and even a hospital, will be erected by the Bucyrus Steam Shovel Company, according to an announcement just made by J. J. Morris, the new manager. It will be the first club house of this character built in Evansville.

Christian Hartman, a well-known timber buyer for the C. H. Barnaby saw mills at Greencastle, Ind., was recently badly cut and bruised in an automobile accident.

The D. L. Conrey Furniture Company, Shelbyville, has filed a final certificate of dissolution with the secretary of state of Indiana.

The Huff-Stickler Lumber Company, South Bend, recently increased its capital stock from \$10,000 to \$200,000.

A. V. Burch, head of the Blount Plow Company, and newly-installed

president of the Evansville Manufacturers' Association, says he believes the Evansville manufacturers and those of the Ohio valley are on the verge of a prosperous era and he looks for things to hum within a short time. Mr. Burch, who is one of the youngest manufacturers of the city, says there may be a depressed period lasting but a short time before the readjustment problems are met and solved, but after the reconstruction he is looking for the factories in Evansville, especially the woodworking concerns, to be busier than they have been for many years. He says the late war awakened a new spirit of enterprise in the United States and he expects this new spirit to assert itself before long.

The Rotary Club at Owensboro, Ky., has suggested a building corporation of \$100,000 to build homes in that city the coming summer. Leading business and manufacturing concerns of Owensboro have agreed to take stock in the proposed corporation.

Elmer D. Luhring, the Luhring Lumber Company, is back from a business visit to Chicago and the Northwest. Mr. Luhring says that while he is looking for no great boom in the retail lumber business this year, he expects to see a gradual improvement from time to time.

The recent appeal of James P. Goodrich, governor of Indiana, for more public improvements in the various parts of the state, is having its effect. The general opinion is that there will be a great awakening in building operations after the Fifth Liberty loan. It is not believed there will be any radical reduction in the price of building materials during the present year, although plumbing supplies have been coming down for some time. Reports from many parts of the state say that dwelling houses are badly needed. It is not believed that many dwellings will be erected in Evansville this year, but many are being planned for 1920. Several new factory additions are to be erected, new churches and new schools are to go up in many parts of southern Indiana, and lumber dealers and building supply men say they expect to be busy after the first of April. Already the building planned for Evansville and towns in this immediate section for this season amounts to over a half million dollars. There is a feeling of optimism that pervades the trade circles, and business in many lines has shown a big improvement since the first of the year.

The next regular monthly meeting of the Evansville Lumbermen's Club will be held at the New Hotel McCurdy March 11.

NASHVILLE

Nashville hardwood shippers are interested in the appeal made by the Southern Hardwood Traffic Association to the freight traffic committee of the United States Railroad Administration seeking the transit privilege on lumber for several important points. Under present conditions Nashville and several other large southern points have not the transit privilege on lumber received from other sections, and if the case is decided favorably, this city, as well as others, will gain a great advantage.

J. L. Dann has sold his interest in the Campbell & Dann Manufacturing Company, at Tullahoma, Tenn., to the Campbell interests. This company, of which Mr. Dann was one of the organizers, has been one of the largest manufacturers of wooden parts of vehicles in the South.

LOUISVILLE

W. A. McLean of the Wood-Mosaic Company, New Albany, and Will Day, manager of the Louisville mill of that concern, have gone East, expecting to be away about ten days or two weeks.

A building permit has been secured by the Southern Veneer Manufacturing Company, Louisville, for an addition to its plant.

At Manchester, Ky., the Columbia-Panama Company is planning to install a plant to manufacture lumber and hickory products. This company has extensive lumber and coal interests in the section.

C. W. Inman, president of the Inman Veneer & Panel Company, and Inman Furniture Company, on March 3 lost his daughter, Miss Estelle Inman, twenty-eight years of age, who died of pneumonia, following an attack of influenza.

It was recently reported from Danville, Ky., that the Bland & Staggs Lumber Company has purchased the business of the Danville Lumber & Manufacturing Company, taking possession on March 1.

A new dispatch from Whitesburg, Ky., on March 4, stated that George H. Holmes, a Canadian lumberman, had closed deals on some large timber tracts on Shelby Creek, along the Shelby-Pike county border. Mr. Holmes is reported to start developments at an early date, with plans for manufacturing heavy ship timbers.

William Mulligan, fifty-three years of age, who for several years was a well-known lumber inspector of Louisville, died on March 4, following a short illness. Three sons survive, James, William and Lieut. Bryan Mulligan, the latter having just arrived in New York from overseas.

Will Hanafee of the Wood-Mosaic Company, managing the company's new plant at Jackson, Miss., was called home to New Albany, Ind., last week on account of the death of his father, John Hanafee.

A new office is being erected by the Kentucky Lumber & Millwork Company at 1521 South Sixth street.

Clyde Tustin of the Tustin Hardwood Lumber Company, Memphis, Tenn., was a recent visitor to Louisville. Mr. Tustin reported an excellent volume of business and a good month in February.

Following a trip East S. E. Booker of the Booker Box Company stated that the demand for boxes was generally off, but due to the fact that

there had been no overproduction or stock accumulation of moment, it would be merely a question of a short time before business opened up again.

Walnut is in much more active demand, according to the Wood-Mosaic Company of New Albany, Ind., which is now operating its Cincinnati plant full time on walnut alone. The company at the close of the war had tremendous walnut stocks on hand, but the demand is so keen that log stocks are being rapidly reduced.

That the veneer business is unusually good is shown in the report of the Louisville Veneer Mills, which shows the second largest month in its history for February. One month in 1917 went ahead of February of this year, but it was the only month on the company's records.

C. C. Mengel of the Mengel interests is expected back shortly from a vacation spent in Florida, after a busy two years of war work. C. R. Mengel is back from a trip to the East.

At a meeting of the Louisville Hardwood Club on February 4 several members discussed market conditions, sales, prices, etc., bringing out the fact that business with the trade is generally very active. Walnut, ash and quartered oak were reported to be very active, with veneers in big demand. Several concerns reported very heavy business during February at top prices. Orders and inquiries were reported as highly satisfactory. The trade was shown to be in a very optimistic frame of mind.

BEAUMONT

If present plans are carried out the Sabine Tram Company will before the end of the year have in operation one of the largest hardwood mills west of the Mississippi. Tentative plans call for a double band mill with resaw capable of turning out 80,000 feet a day. There is also under consideration the erection of a single band mill with a capacity of 30,000 feet a day, this capacity to be increased as the hardwood business develops. The company has an ample supply of timber to keep the larger mill in operation for several years, but may adopt the small mill for the present. A decision on the size of the mill may not be made for several weeks.

J. Frank Keith, president of the Keith Lumber Company, has come forward with a plan for logging the vast amount of hardwood in the Neches river bottoms north of Beaumont, and this may be brought about by the appropriation of the government for clearing the upper stretches of the Neches. Mr. Keith's plan is to place three dams across the Neches river between Beaumont and Sheffield's landing, 150 miles above Beaumont. These dams, in addition to holding fresh water for rice irrigation, would flood the swamps, which in some cases are five miles wide, and permit the logging of the hardwood at a minimum cost. It was pointed out by Mr. Keith that to use barges in getting the logs to Beaumont would represent a large investment which could be used only during high water and make the cost of logging a very serious item.

It is estimated that this swamp covered with virgin hardwood will average a mile in breadth on each side of the river, making a total of 96,000 acres. The timber is composed of red and white oak, tupelo and red gum, hickory, magnolia and beech. Average this at a stumpage of 4000 feet to the acre, a very low estimate, would give a total of 384,000,000 feet. Giving this the low stumpage value of \$4 a thousand would yield a little over \$1,500,000. Mr. Keith figures that this lumber will average, when manufactured, \$30 a thousand, which would realize the stupendous sum of \$11,500,000. This timber is now inaccessible, but with the proposed dams would be accessible at all times of the year in addition to making the river navigable at all seasons.

MILWAUKEE

The Ahnapee Veneer & Seating Company, Algoma, Wis., one of the largest concerns of the kind in the Middle West, has changed its corporate style to Algoma Panel Company. At the same time the capital stock has been increased from \$100,000 to \$600,000 to accommodate the increase in the business and to provide for future extensions of the facilities. M. W. Perry is president.

Orl J. Sorenson & Co., LaCrosse, Wis., manufacturers of office and bank fixtures and similar high-grade hardwood finishing material, are preparing to build a large new factory with an area of 112 by 175 feet. Plans have been completed and work will begin at once, so that the new facilities may become available for production by early summer.

The I. Stephenson Company, Wells, Mich., is giving its big flooring mill a general overhauling and placing it in prime shape for an indefinite run at an enlarged capacity. The mill closed at the end of February and probably will resume operations about April 15 or May 1.

The Rust-Owen Lumber Company, Drummond, Wis., has become a part of a permanent historical record of the logging industry of Wisconsin. Early in March Professors Swenchart and Tuttle of the University of Wisconsin spent several days in the Rust-Owen logging camps for the purpose of taking motion pictures of the various operations which will be preserved by the university for future generations.

The Miller Broom Company, LaCrosse, Wis., contemplates the erection of a new factory, including a handle mill, which will involve an investment of \$20,000 to \$25,000. Albert L. Miller, 111 South Front street, is president and general manager.

The Willow River Lumber Company, Hayward, Wis., will build a new veneer mill in connection with its big sawmill at that point, according to well-defined reports. The company has decided to carry its logging opera-

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.

MARIANNA, ARK.

tions in the vicinity of Grand View, Wis., well into the spring and summer season, due to the unfavorable conditions existing during the greater part of the regular winter season. The company is short of men and has asked employment offices in a number of large cities to furnish additional labor.

The Sawyer-Goodman Company, Marinette, Wis., has acquired about seventeen miles of the trackage and right-of-way of the Wisconsin & Michigan Railroad, which is being dismantled. The purchase will enable the Sawyer-Goodman interests to reach by rail a large tract of timber which will be logged during the coming two or three years to supply the main sawmill in Marinette. The company has completed logging operations near Crystal Falls, Mich., which covered a period of ten years. The large crew will be shifted to extensive holdings near Sagola, Mich., where the company owns a sawmill, acquired last year and since greatly improved and enlarged.

The MacDonald-Krause Lumber Company, Rhinelander, Wis., has been incorporated for the purpose of specializing in northern hardwoods and dealing in all kinds of lumber and forest products. Offices have been opened in the Hiljerman building at Rhinelander. C. A. MacDonald is president and Harry H. Krause secretary. Until April 1 Mr. MacDonald will remain in his position with the C. C. Collins Lumber Company at Rhinelander.

The Fraser Lumber & Manufacturing Company, Appleton, Wis., has opened a branch sales office and distributing station at Nichols, a new station on the division which the Wisconsin & Northern Railroad has constructed from Shawano, Wis., south to Appleton, which is now the terminal.

The Bissell Lumber Company, Rhinelander, Wis., is engaged in the work of greatly enlarging and improving the former properties of the Stolle Lumber & Veneer Company at Tripoli, Wis., which were acquired by the Bissell interests a year or more ago. A new planing mill was completed and placed in operation late in January. It is equipped with an American No. 65 planer and a MacDonald resaw, and a Yates unit will be installed at once, together with a new Woods machine and a Greenlee rip table. The new sawmill is rapidly nearing completion. The equipment includes a new Murray resaw, a 20-foot trimmer, and a new edger and lath mill. The veneer mill has been entirely overhauled and two new boilers have been installed, giving a battery of four to run the saw and veneer mill. The company is employing from 80 to 100 men in woods operations and uses two steam log haulers. The input by the end of the season is expected to reach 12,000,000 feet.

The A. H. Stange Lumber Company, Merrill, Wis., according to reports from the North, is preparing to establish a sawmill operation at Star Lake, Wis., in the vicinity of which town the company has extensive timber hold-

ings. Star Lake once was a prominent figure in Wisconsin lumber production, but of late years no operations have been carried on. The old sawmill at this point, the reports say, will be replaced with a new plant, since it will require from fifteen to twenty years to exhaust the supply of timber.

The Lawson Air Transportation Company, Milwaukee, has been organized with \$25,000 capital by Alfred W. Lawson, founder of the Lawson Aircraft Company, Green Bay, Wis., which he served as vice-president and general manager. The purpose of the new concern is to build a new type of bi-plane for passenger and express service in intercity traffic, at first between Milwaukee and Chicago. The first craft is being built by Mr. Lawson and ten experts from the Green Bay plant at the factory of the Cream City Sash & Door Company, Milwaukee.

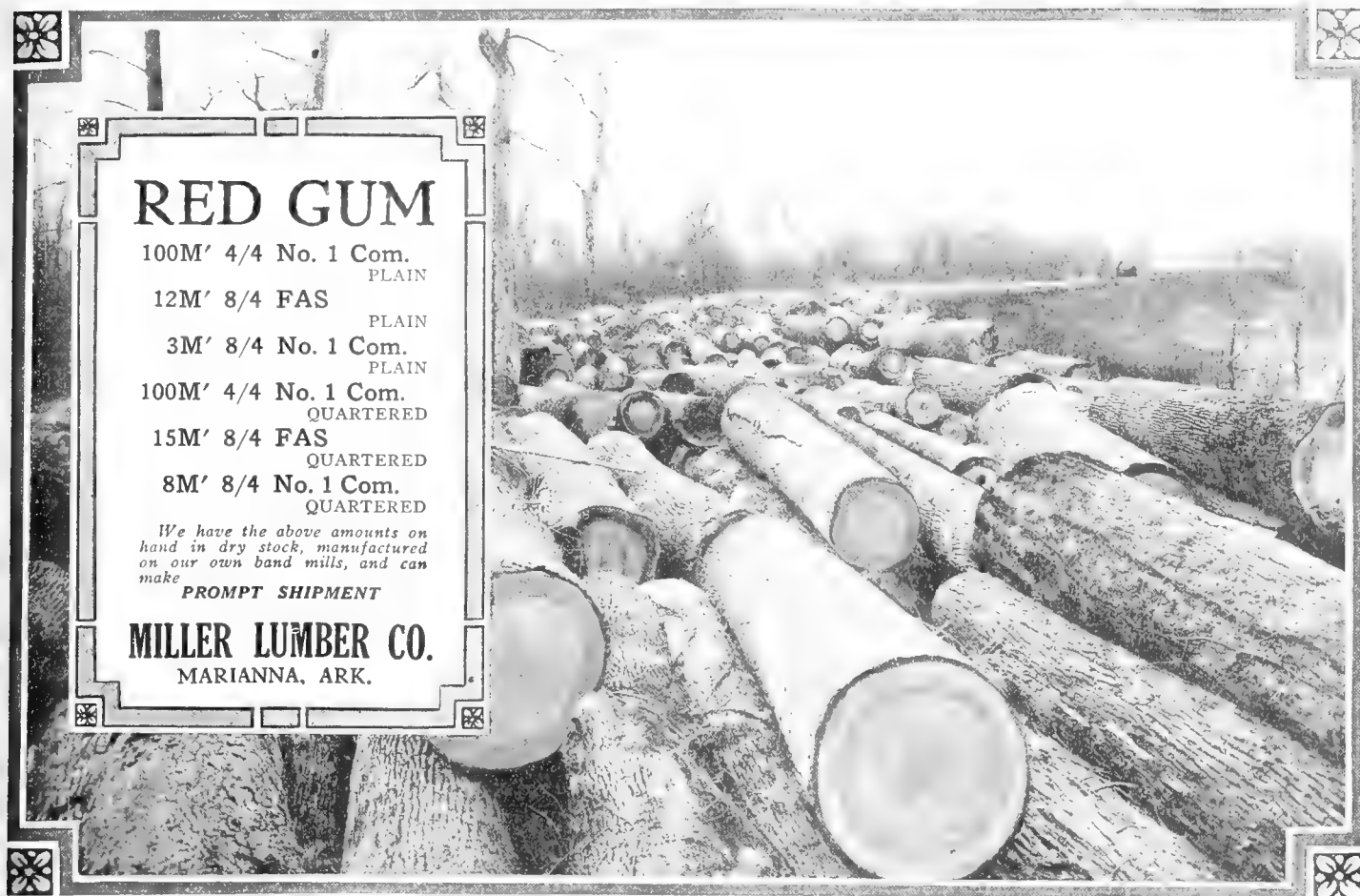
The Appleton Hub & Spoke Company, Appleton, Wis., has encountered some delay in the construction of its new mill, replacing the plant recently destroyed by fire, but hopes to be able to resume operations by April 1 or 5.

The Wisconsin Shipbuilding & Navigation Company, organized nearly a year ago by prominent Milwaukee business men, and having an authorized capital of \$5,000,000, has completed arrangements for the establishment of plant and yards at Kewaunee, Wis., on Lake Michigan, where citizens have provided a forty-acre site on the inner harbor and agreed to invest \$100,000. The Thomas Engineering Company, 133 Liberty street, New York, has been engaged to design and supervise the construction of the plant, which will involve an initial investment of about \$400,000. Among the buildings will be a sawmill, 50x100, and a joiner shop, 50x150 feet. J. W. Barber, Milwaukee, is secretary.

The late Isaac Stephenson, Marinette, prominent lumber operator and at one time United States senator, left a personal estate valued at \$2,899,375 in an appraisal recently filed in the probate court at Marinette. This does not include the Stephenson Trust, organized in 1916 and having an estimated value of about \$2,500,000. The personal estate includes principally stock in the N. Ludington Company, numbering 3590 shares, valued at \$556,450; Stephenson Land & Lumber Company, 3000 shares, \$420,000, and stock in banks at Marinette, Milwaukee, Chicago, Menominee, Mich., and other cities.

Michael Corry, Sr., a pioneer of the Menominee river lumber district, died at his home in Marinette, Wis., on February 22, at the age of eighty-four years. He was a contemporary of the late Isaac Stephenson. Mr. Corry left an extensive estate.

Carl Blumenthal, secretary and manager of the Ossit Bros. Company, Milwaukee, manufacturer of church furniture, carved goods, etc., was killed by a train on February 27, while returning to Milwaukee from a business trip. It is believed he may have fallen from a coach.





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SNAKEWOOD**

We handle all TROPICAL HARDWOODS

**EBONY
ROSEWOOD COCO BOLO**

**C. H. PEARSON
29 BROADWAY NEW YORK CITY**

**VESTAL LUMBER
& MFG. COMPANY**

INCORPORATED

**Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar**

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

The Hardwood Market

CHICAGO

Chicago is booming with build-now propaganda, and it is the firm belief of everyone involved that the results are going to show very soon. The basis of the propaganda is entirely logical and true, mainly resting upon the two principles that a man may as well be contributing to the ownership of his own home as paying rent and with the cards being against any early cutting of building costs, it is hardly worth while to postpone construction further. The opinion of speculative builders seems divided as to the advisability of going ahead, some being prompted by the overwhelming necessity for new dwelling places to invest in speculative construction now and others feeling that the time is not opportune. The whole outlook, though, is more promising than it was and it is likely that a good deal of building will be carried on during the summer.

In other lines developments are favorable and prices on most items of hardwoods are holding well.

TORONTO

Conditions in the hardwood situation are slowly reviving. With the approach of spring furniture factories, implement makers and musical instrument plants are looking for a better season. Prices of all hardwoods hold firm with the exception of maple and birch mill culls which have dropped somewhat owing to an end of the shell box business. Several representatives from Michigan and Wisconsin have been in Ontario recently offering maple and other woods at an attractive figure, but the high freight rates have prevented any very large orders being placed. It is encouraging news to firms in Ontario and the East which conduct an export business, that the British Government has eliminated control in the import hardwood trade and this is expected to stimulate export business in birch to a certain extent.

With the approach of April many large building projects are under way and architects report they have never had such a busy season preparing plans and specifications. If only a portion of the contemplated structures are carried out the building permits in the larger Canadian cities will run higher than in any year since the outbreak of the war.

Firms in Toronto and other cities representing southern hardwoods are going after the trade vigorously and some have formed new connections which have developed into very fair business. On the whole the outlook for 1919 is regarded as favorable and there is a spirit of confidence and assurance prevailing which fully believes that, with depleted stocks and an increased demand for wood products of all kinds, lumber is today worth every cent that is being asked for it. A number of lines in which there is a scarcity, such as basswood, will likely carry an advance of from 5 to 10 per cent before the building season is entered upon very far.

The building permits in Toronto during the past month aggregated nearly a million dollars and this is taken as a fair example of what will prevail in the other large cities in the East. From all appearances building operations should be more extended during the present year than in any year since 1913 which was the banner one. Federal and various Provincial governments are making substantial appropriations to municipalities and housing companies in order to encourage the erection of workmen's houses. The money will be loaned at a low rate of interest and the terms of repayment made very favorable.

MEMPHIS

There has been no change for the better in conditions surrounding production of hardwood lumber during the past two weeks and the outlook is very unpromising. The whole trouble with manufacturers of hardwood lumber lies in the shortage of logs that are ready to be transported to the mills, and this shortage is directly traceable to the unfavorable weather which has prevailed during the past few weeks. There is now, and has been for some time, a strong desire on the part of hardwood interests to get out logs, but the woods have been so water-soaked that they have been able to make but little progress. Further rains have occurred within the past two or three days and the ground is covered with water or is so wet that teams cannot stand on it. The log supply is the lightest in the history of this territory as a lumber producer, and the outlook for production is likewise the most unsatisfactory ever experienced at this date. The Valley Log Loading Company has practically all of its equipment idle for the reason that there are so few logs to load and the companies which do their own loading are generally working on very short time.

Most of the mills are out of commission, in whole or in part, and the quantity of hardwood lumber going on sticks is extremely small compared with the average. In the meantime demand for hardwood lumber is steadily increasing and shipments are now well in excess of the amount being placed on sticks, with the result that a substantial decrease in mill stocks is under way. Speaking of this subject recently, one of the most prominent authorities in this center said:

Notwithstanding the holding back on the part of buyers in placing their

orders for hardwood lumber, in the hope of being able to buy at lower prices, enough business has been placed to bring about, in conjunction with the heavy decrease in production since January 1, a startling reduction in mill stocks. This reduction since January 1 has been the greatest for a similar period in the history of the southern hardwood lumber industry and, unfortunately, there is such a shortage of logs and such an unfavorable outlook for production, that there is every indication that this tendency toward reduction will not only continue for a time but that it will become even more marked, particularly since business is increasing while production is not.

All items are affected by the reduction. This is notably true of the lower grades of all southern hardwoods, of the higher grades of plain and quartered red and sap gum and of all grades of quartered red and white oak. Practically everything is getting scarcer and the buyer who is overlooking this condition is overlooking perhaps the most salient feature of the entire hardwood situation. Consumers and distributors are now face to face with a fact and not with a theory, and holders, who are so conversant with conditions, are showing a disposition to increase their prices, which is perfectly logical in view of the known facts.

The same authority said regarding prices:

Buyers are overlooking the fact that the labor element in the cost of lumber has increased 100 per cent since the war began, and that the advance in the price of lumber, as a commodity, has been only fifty-two per cent. This puts prices on lumber at rock bottom, and it is confidently believed that there will be an advance in the near future on practically every item on the list, especially as there is every indication that buyers are going to have to operate on an increasing scale in a market which offers comparatively limited selections.

All manufacturers agree that conditions surrounding production are the worst they have ever experienced, especially with reference to log supplies. Lack of logs is the very root of the situation and until it is relieved there is little chance for any increase in output.

BUFFALO

The hardwood demand has been only fair lately, though at most yards there is an improvement in inquiry over the preceding month. Many of the buyers have been waiting because they expected a decline in the price of materials, but so far as lumber is concerned this does not appear to materialize. It looks as if the market would hold strong, since better times are undoubtedly on the way in manufacturing and general business lines, while the cost of producing lumber will remain abnormally high.

Quartered oak is showing some improvement in demand. Stocks of this wood are not extensive anywhere, though this market has a pretty good assortment. Ash is in better sale and chestnut is moving a little better. Some yards report most of the hardwoods in a little better demand than a short time ago.

PITTSBURGH

Hardwoods are still having the best of it in the market. The gradual increase in the demand for automobile lumber has helped to pull the hardwood men out of a hole. The orders placed by industrial concerns and the small manufacturers from this district are largely in hardwood. Railroads are announcing a program of improvements which will include a large amount of bridge and trestle building and make an opening for a big lot of oak. This wood has been by far the best seller in the market the past year. Prices are still high. Hardwood mills throughout tri-state territory are running well, but are not rushing production and most of them are stacking some lumber. The building movement is not developing in the way it was hoped and retail trade waits on this advance.

BALTIMORE

Most of the hardwood men incline to the view that a better tone has developed in the trade here, with the buyers showing increased interest and with stocks moving in larger quantities. Of course, it is also to be said that the orders coming in are generally for immediate needs, and that to meet these the buyers are disposed to meet the figures asked by the sellers; but that there is a marked reluctance to take up stocks ahead of the requirements, and that users of hardwoods are not to be interested in such transactions unless the quotations are made especially attractive, which the sellers are not inclined to do, seeing that the cost of manufacture has so far shown no great decline. The labor question has been by no means solved, and workers are not at all easy to get. The men willing to go into the logging camps and the saw mills ask about as much as they did at any stage of the war; so that the principal item in the expense of turning out lumber remains much the same. This also precludes the idea of a marking down of the quotations, with indications that values will remain high for an indefinite period. Naturally some recessions here and there will occur, but hardwood men as a whole are trying to maintain lists, and in this they are meeting with a very fair measure of success. All of the woods are in moderately active request, with further business in sight, the chief drawback being the lack of permanency in the trade, which is on the from-hand-to-mouth basis. One of the most encouraging near-developments in the hardwood business is the removal of the war restrictions in the United Kingdom, it being possible now to make shipments to England, provided tonnage is obtainable. Even the scarcity of bottoms may be expected before long to be succeeded by more adequate facilities, and there is every reason to believe that at no remote time in the future the export movement will again attain very acceptable proportions after a suspension for years. The outlook has not been so bright for an extensive resumption of the foreign business in a long time as it is now, and preparations are being generally made to get a share of this trade. As for the domestic requirements, they are on the increase, the

**Plain & Qtd. Red & White
OAK
AND OTHER
HARDWOODS**

Even Color Soft Texture

**MADE (MR) RIGHT
OAK FLOORING**

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

**The MOWBRAY
& ROBINSON CO.
(INCORPORATED)
CINCINNATI, OHIO**

5/8 LUMBER

When you want 5/8 lumber remember that we specialize in this thickness in all kinds of woods. This is all sawed from the log—not resawed—and shows good widths and lengths. We offer the following for prompt shipment:

- 80,000 5/8 1s & 2s Plain White Oak
- 40,000 5/8 Selects Plain White Oak
- 50,000 5/8 No. 1 Com. Plain Wh. Oak
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- 90,000 5/8 Com. & Btr. Sap Gum
- 15,000 5/8 Com. & Better Red Gum
- 20,000 5/8 1s & 2s Poplar
- 90,000 5/8 No. 1 Common Poplar
- 90,000 5/8 No. 2 Common Poplar

*Write for Our Complete
List and Prices*

**NORTH VERNON LUMBER CO.
NORTH VERNON, IND.**

ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank
TIMBERS

ALSO
Gum Cottonwood Elm Pecan
WIDTHS, LENGTHS AND GRADES TO PLEASE

Pelican Lumber Company
MOUND, LOUISIANA

Here's Something Unusually Good

MAPLE

12/4" 2 & Better..... 24,000 feet
10/4" 2 & Better..... 150,000 feet

ELM

6/4" 3 & Better..... 30,000 feet
8/4" 3 & Better..... 40,000 feet
12/4" 3 & Better..... 25,000 feet

BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company
GRAYLING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

process of readjustment having progressed far enough to enable many of the factories to get back into peace time activities. Stocks held here are ample for any necessities likely to develop, but the market is without anything like real pressure, and the future is regarded with confidence.

COLUMBUS

There is more strength shown in the hardwood trade in Ohio territory during the past two weeks. With favorable weather there is more activity in building operations and that is reflected on the hardwood business. The tone of the trade is generally good and prospects are brighter. In fact it is now believed that the worst of the slump is over and that the volume of business will gradually increase. The best feature is the demand from manufacturing plants, such as vehicle and implement concerns. Furniture factories are also buying to a certain extent and more is expected from that source soon. There is a tendency among such factories to buy more liberally and to accumulate stocks. Retailers are buying only what they need for current business. Some of the dealers, however, are making inquiries, which show that they contemplate buying for stocking purposes. Architects and contractors are busy on plans and specifications for much new construction work.

Prices are firm. Little cutting is reported and the tendency is toward higher levels. Plain and quartered oak and poplar are in good demand. Chestnut is moving better. Basswood and ash are strong.

CINCINNATI

The hand to mouth policy of buyers, who are purchasing hardwood sufficient only for immediate needs, still characterizes the hardwood industry here. Until general building operations are renewed on a large scale and export business picks up it is improbable that there will be any plunging in the hardwood market. Prices undoubtedly are the main reason for refusal on the part of buyers to make any large purchases, but it is true that if general building is renewed they will not let prices stand in the way of resuming large purchases.

The great activity in the furniture business and the resumption of industrial activity in the eastern markets is having a beneficial effect on the hardwood industry. The demands from automobile factories also is increasing. These are all factors which tend to keep the market fairly active though on a reduced scale.

There are numerous inquiries for hardwood, particularly from the East, but those resulting in orders have for the most part been of a minor nature. From all indications, manufacturers of hardwood will not recede from present prices until their own costs of doing business are lowered. It is believed the present scale of prices will not show much deviation for some time.

EVANSVILLE

There has been a big improvement in the hardwood trade during the past fortnight, and still greater improvement is expected in trade lines before next summer. Most of the buying has been for immediate shipment. Inquiries are numerous. Bad weather in the South has greatly retarded log men in their work during the past two or three months. Lumber prices are holding firm and manufacturers believe they will hold up well all of this year. There may be a reduction on certain items from time to time, but on the other hand certain other items will advance because of their scarcity.

Quartered red and white oak were never before in better demand and prices are strong. Plain red and white oak are not so strong; in fact they are inclined to drag. Quartered sycamore is in fair demand and local box factories have been in the market for considerable cottonwood of late. Gum is only fair; walnut is better than it has been at any time since the first of the year, while poplar, elm and maple have been in little demand for the past two weeks. Taken as a whole, the situation from a manufacturer's standpoint is most encouraging and things are moving along nicely. Furniture manufacturers report a good trade. Chair factories in Evansville are being operated on steady time and the demand for chairs is now better than at any time since the armistice was signed. Buggy manufacturers are having a hard time getting all the hickory they want.

NASHVILLE

The hardwood trade here continues quiet. Manufacturers and dealers look for resumption of demand in the normal channels of trade during the spring and summer. Prices are fairly well maintained. Stocks are not large and there is nothing in the general situation to discourage firm ideas as to values. Revival of building is predicted. The high cost of labor and material still appears to cause some delay in plans, but as soon as the situation becomes adjusted so that those desiring to build can know just where they are it is believed that active operations will get under way.

LOUISVILLE

February closed as an excellent month with hardwood manufacturers and jobbers of the Louisville district. Many of the southern mills were handicapped by the long period of rainy weather in some sections of the South, resulting in short log supplies. Railroad conditions, however, were excellent, and shipments for the month were very heavy. Inquiries and

orders continue excellent, although no especially big orders have been reported during the past few days. Walnut is in generally good demand and picking up steadily. Mahogany is also very active. Quartered oak is scarce and in good demand at high prices. Plain oak is moving freely and the demand for poplar, hickory, ash, gum and elm remains good. The furniture and automobile trades are among the best buyers, while there is also a steady and good movement to the musical instrument trade. Interior trim isn't showing much as yet and many operators believe that it will be a quiet year for such products. Veneers are very active and the mills have good orders. There is a good demand for extra fine fitches and logs for veneer manufacturing. Prices are generally firm and if anything a little stronger, due to the scarcity of numerous items.

BEAUMONT

Hardwood men in the Beaumont district are of the opinion that the meetings in New Orleans will tend to simplify the entire situation, and if bottoms become available the present confusion over export business will be eliminated.

Locally, the greatest trouble confronting hardwood men has been that the exporters, on account of the high ocean rates, wanted only the higher grades, thus leaving the mills stocked with the lower grades. This has been particularly true in white oak. There has also been a wide difference in the prices received at the mills and the amount some of the exporters were willing to pay. In one instance this amounted to \$26 a thousand on No. 1 white oak. Many of the mills, however, have let go of their white oak, and it is expected to cause the domestic trade to revert to red oak, which may cause greater activity in that wood.

Ash has been in good demand and the mills are practically cleaned up on this stock. There is a ready sale for both green and dry at the present time. Green hickory is also in good demand.

The prolonged rains which have interfered so seriously with logging operations for several months have diminished and mills are now not only better logged, but it is being done at less expense. Labor conditions have improved slightly and this has had a tendency to increase production. Hardwood men claim that sufficient bottoms to bring the ocean rate down to a point where the lower grades can be exported profitably is the real key to the situation at the present time.

MILWAUKEE

The trend of the demand for hardwoods during the last fortnight has been one of considerable encouragement to manufacturers and distributors. While business continues to be rather closely confined, the buying grows freer from day to day and is assuming a constantly enlarging volume. There seems to be every reason to believe that market conditions are gradually reaching usual activity, since confidence in the future outlook is being restored all along the line. For the present, however, buying is kept closely to immediate needs and while nearly every factor in the situation tends to indicate a maintenance of prices at the present or an even higher level few buyers will take more than they will absorb from time to time. It is felt, however, that this tendency will be overcome in due time.

The results of the winter logging season are disappointing, although cold waves, snowfall and other favorable conditions have been granted operators during the last half of February and so far in March. In the main, loggers intend to prosecute woods work well into the spring and summer. Reports from the North say that several large concerns are intending to employ motor trucks to get logs out of the woods and to the railroad lines after iced roads have gone. It appears that the input during the regular season is far short of normal and extraordinary measures will have to be taken if manufacturers are to be able to maintain mill operations at a reasonable schedule during the regular sawing season.

DETROIT

The hardwood lumber situation seems considerably improved over a month ago. Dealers feel that the worst is over and although far from being normal, a gradual betterment is taking place, regardless of factors still existing to handicap the oldtime prewar movement.

There is still an opinion among some buyers that prices must drop to lower levels before there will be any widespread stocking up of retail yards. On the other hand conditions in the logging camps and the mills in the North indicate a shortage of production and that no material changes can be looked for. Prices in general for the better grades have been firmly maintained, though some shading has been reported on lower quality lumber recently.

Demand for oak, hickory, elm, etc., has been stronger among manufacturers for actual requirements. It has been noted, however, that futures are held for some price concessions. The return of local manufacturers from munition making to their normal lines of production has stimulated business somewhat and this demand will increase as the firms get into the old time swing.

Labor conditions have improved to some degree. Building operators are more hopeful for a good volume of construction and it is believed the demand from this source will be larger than was expected a short time ago. While there is still a considerable feeling of hesitancy the trade in general is more hopeful.

WE WANT TO SELL For QUICK SHIPMENT

100 M' 6 4" No. 1 Com. & Btr Birch
50 M' 6 4" No. 2 Com. Birch
50 M' 6 4" No. 3 Com. Birch
100 M' 6 4" No. 1 Com. & Btr. Hard Maple
(6" & wider)
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Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implementation, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

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Manufacturers of CYPRESS and GUM

A FEW items of band sawed dry stock now ready for shipment.

RED OAK

25,000' 4 4" FAS Plain
14,000' 5 4" FAS Plain
41,000' 4 4" No. 1 Com. Plain
14,000' 10 4 & 12 4" Com. & Bet. Plain
13,700' 4 4" No. 2 Com. Plain
6,600' 5 4" No. 2 Com. Plain
12,100' 5 4" FAS Qrtd.
16,200' 4 4" No. 1 Com. Qrtd.
12,900' 5 4" No. 1 Com. Qrtd.
12,700' 4 4" No. 1 Com. Qrtd.
10" and wider.

Good textured stock, cut from our own logs.

J. V. Stimson & Co.
OWENSBORO KENTUCKY

**SATISFACTORY
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LUMBER WANTED

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

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THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

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Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

WANTED TO BUY

No. 1 Hard Maple and Hickory Cordwood F. O. B. Chicago. COVEY-DURHAM COAL CO., 431 S. Dearborn Street, Chicago.

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AUTO RIM STRIPS

AUTO SPOKE BILLETS (SAWN OR SPLIT)

1½" No. 2 Com. and Better Plank (Green)
2½" No. 1 Com. and Better Plank (Green)

Can Handle mixed cars, inspection at shipping point, cash settlements. Write us, we have attractive prices to offer. We want your Hickory. Address,

"BOX 31," care HARDWOOD RECORD.

WANTED TO BUY

Several Million Crating Slats

5/8" thick, 2¼" wide,
in lengths 32" to 38".

This makes a good order to work from your slabs and waste.

THE STEEL-ALDERFER CO.,
Cuyahoga Falls, Ohio.

A WELL-KNOWN RESPONSIBLE

Firm with organized office and sales force would like to contract with band mill to market output on percentage basis. Address, "BOX 27," care HARDWOOD RECORD.

GREEN HICKORY TIE SIDING

10 cars 6 4 No. 1 Com. and Better or High-grade Log Run Hickory Tie Siding, shipped green, write for prices to

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LUMBER FOR SALE

BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

FOR SALE—BASSWOOD

5/4 & 6/4 No. 1 common. Can dress and resaw. If desired. WALTER C. MANSFIELD, Menominee, Mich.

FOR SALE—BEECH

6/4 No. 2 Common and Better or on grades, thoroughly dry; 8/4 No. 2 Common and Better, good widths. HANIEL CLARK & SON, P. O. Box 923, Union City, Pa.

ALFRED P. BUCKLEY

Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

PINE AND HARD MAPLE FOR SALE

1 car pine 2" by 4 to 10" principally 12 ft. long, also car 2" and 3" Hard Maple 6" and wider, principally 12 ft. long. J. FINLAY & SONS COMPANY, Norwood, Ont.

DIMENSION STOCK WANTED

ASH SQUARES WANTED

Short lengths, 32"x1½"x1½", must be straight-grained and free from knots and other defects. Give lowest quotations to this journal, c. i. f. Glasgow, Scotland, for quantities of 1,000 doz. at a time, sample 250 doz. first instance for approval. Address, "BOX 21," care HARDWOOD RECORD.

WANTED—A REGULAR SOURCE

of supply for Dimension cut and log run 1/20", 1/4", 3/8" and 1/2" rotary cut Gum without sap. Address LEOPOLD DESK COMPANY, Burlington, Iowa.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE

A 22-ton Class A, 36" gage, Climax locomotive, with Radley Hunter stack, in perfect working order. Bought new 1916, used eighteen months. Also eighteen skeleton logging cars, 36" gage, in perfect condition, \$250.00. each, f. o. b. Redwine, Ky. LENOX SAW MILL CO., Lenox, Ky.

LOGS WANTED

WANTED—CHERRY LOGS

WARREN ROSS LUMBER CO., Jamestown, N. Y.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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HICKORY AND PERSIMMON LOGS

Wanted up to 10 carloads (in half or carloads or more), Shell Bark, Black or Tight Bark Hickory, Fall cut, 8, 11, 15 ft. lengths, 9" to 15" mean diameter. Also Persimmon Logs 9" upwards. Also state if mill available for cutting up. Will pay cash against selection after loading on cars. Quotations to "BOX 28," care HARDWOOD RECORD.

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FOR SALE

50,000 feet of Walnut Logs. Address, W., 255 North Greenwood Ave., Kankakee, Ill.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$8,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

FOR SALE

Our Veneer & Panel Machinery

One 100" Coc Lathe and Power Clipper.

One 120" Capitol Knife Grinder.

Two Double Cut-off Saws (Buss Machine Works—Fay & Egan).

Four center Saw Tables.

One Veneer Jointer; One Swing Saw.

One 48" Royal Invincible Drum Sander

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Three Glue Kettles 14x22 (Francis).

One 44" Double Roll Glue Spreader (Francis).

One Bolter (Baldwin, Tuthill & Bolton).

One 24" Single Surfacer (Berlin Machine Works No. 153).

Two Fan Dryers, 7x7 Engines, 60" Fans, about 2300 feet.

One inch pipe in each dryer (Mass. Fan Co.).

Also a lot of Platform Trucks, Chain Hoists, etc.

MICHIGAN VENEER CO., Alpena, Mich.

MACHINERY FOR SALE

A great variety of woodworking machinery; flooring machine, automatic wood lathes, back knives, table saws, swing saws, Emerson dry kiln, band saw, and flooring matcher and borer Schimer heads. List too numerous to mention, together with pulleys, shafting and all kinds of mill accessories. Many of machines new, none old or worn. State your wants. Send for list. ULSTER LUMBER COMPANY, Livingston Manor, N. Y.

EMPLOYES WANTED

FOREMAN WANTED

To operate mill cutting oak dimension employing about twenty men. Address,
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FOREMAN WANTED

To take charge of mill room in large picture moulding and picture frame factory. Must be competent machinist and understand handling of lumber. Address, "BOX 30," care HARDWOOD RECORD.

WANTED EXPERIENCED FOREMAN OR

Superintendent for a New York factory to make parlor suit frames. State salary and experience. Address, "BOX 25," care HARDWOOD RECORD.

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To take active interest in small chair factory with little capital. Address, "BOX 20," care HARDWOOD RECORD.

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WOODWORKING INDUSTRY

The advertiser owns a tract of valuable timber and plant New York state, for manufacturing a special staple line. Operation requires little skilled help. Whole operation can be let stump to cars under contract and hold contract for all the product spot cash as delivered. Nets ten thousand annually. Owner in poor health wishes to meet reliable, practical business man with \$15,000 capital who will manage same. Willing to pay liberal share of profits to such party, donate plant and take payment for stumpage when sold or sell timber and plant at \$25,000 spot cash. It will net an annual profit of \$10,000 annually for ten years. Parties looking for salary alone need not reply. Capital alone not considered. A reliable business manager absolutely necessary, preferably man used to woodworking industry, or willing to buy at great sacrifice. Highest references given and expected. Address "OPPORTUNITY," care HARDWOOD RECORD.

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

FOR SALE—400,000 FEET

Poplar and 1,500,000 feet Pine and Hardwoods four miles from Pembroke, Ga. Mill, four mules and cart, lot, shanties, etc., all complete and now running will sell for five thousand dollars in next two weeks. Have another mill complete and a heavy three-block carriage and twenty-barrel turpentine still that do not need. M. PERMAN SMITH, Pembroke, Ga.

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Glasgow, Scotland, is open to consider first-class agency for Agricultural and Mining Tool Handles. Advertiser well known to the trade in the U. K. Open to develop Continental market. Address, "BOX 23," care HARDWOOD RECORD.

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We specialize in WOOD TURNINGS and SPECIALTIES of all kinds and want to contract with concerns requiring anything that can be turned. Send samples and we will quote prices. B. J. HARRISON MFG. CO., Arkville, N. Y.

HARDWOODS FOR SALE

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No. 1 C., No. 2 C. & No. 3 C., white, all 4/4".
ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & BTR., white, 5/4", good widths,
14-16", 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.
FAS, white, 6/4", reg. widths & lgths., 1 yr.
dry. BUFFALO HARDWOOD LUMBER CO.,
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FAS, 3/4 & 1/2", reg. widths & lgths., 6 mos
dry; FAS, 5/4", 10" & up, reg. lgths., 6 mos. dry.
HOFFMAN BROS. CO., Ft. Wayne, Ind.
COM. & BTR., 4/4-8/4". KRAETZER-
CURED LUMBER CO., Memphis, Tenn.
COM. & BTR., 5/4"; FAS, 4/4, 5/4 & 8/4"; NO.
1 C., 4/4 & 8/4"; NO. 2 C., 5/4"; SEL., 5/4 &
8/4". NICKEY BROS., INC., Memphis, Tenn.
NO. 1 C. & BTR., 4/4 & 8/4". PENROD-
JURDEN COMPANY, Memphis, Tenn.
NO. 1 C., 8/4"; SD. WORMY, 5/4"; FAS,
8/4", 10-11"; NO. 1 C., 6/4"; NO. 2 C., 8/4";
1 FACE CLR. STRIPS, 5/4"; 3-5 1/2"; 1 FACE
CLR. SHORTS, 8/4" & 12/4", 3" & up. THOMP-
SON-KATZ LUMBER CO., Memphis, Tenn.
FAS, 4/4", 10" & up; FAS, 4/4", 12" & up;
FAS, 5/4"; NOS. 1 & 2 C., 4/4". T. SULLIVAN
& CO., Buffalo, N. Y.
NO. 1 C., 8/4". BEDNA YOUNG LUMBER
CO., Greensburg, Ind.

BASSWOOD

FAS, 5/4", good widths., 14-16", 2 yrs. dry.
ATLANTIC LUMBER CO., Buffalo, N. Y.
NO. 2 C., 5/4", 1 yr. dry. G. ELIAS & BRO.,
Buffalo, N. Y.
COM. & BTR., white, 5/4", reg. widths &
lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft.
Wayne, Ind.
LOG RUN, 4/4", fair widths., good lgths., 8
mos. dry. JONES HARDWOOD CO., Boston,
Mass.
NO. 1 C. & BTR., 4/4 & 5/4"; NO. 3 C., 5/4".
MASON-DONALDSON LUMBER CO., Rhine-
lander, Wis.

BEECH

NO. 2 C. & BTR., 6/4, 8/4 & 10/4"; NO. 3 C.,
5/8". JACKSON & TINDLE, Grand Rapids,
Mich.
LOG RUN, 6/4 & 10/4". WELSH LUMBER
CO., Memphis, Tenn.

BIRCH

NO. 1 C., sap, 4/4", good widths., 14-16", 2 yrs.
dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

FAS, 3/4 to 10/4; FAS, 10/4", 12" & wdr.;
FAS, 12/4 & 16/4"; NO. 1 C., 4/4 to 6/4"; NO.
2 C., 5/4 & 6/4". THEODORE FATHAUER
COMPANY, Chicago, Ill.
NO. 2 C. & BTR., 4/4 to 10/4". JACKSON &
TINDLE, Grand Rapids, Mich.
FAS, 6/4", 18 mos. dry; FAS, 8/4", 12 mos.
dry; FAS, 16/4", 10 mos. dry, all fair widths and
good lgths. JONES HARDWOOD CO., Boston,
Mass.
NO. 3 C., 4/4 & 5/4"; NO. 1 C., 5/4". MASON-
DONALDSON LUMBER CO., Rhinelander, Wis.
NO. 1 C., 4/4 & 6/4", reg. width & lgth., 14
mos. dry; NO. 2 C., 4/4"-8/4", reg. width &
lgth., 14 mos. dry; NO. 3 C., 8/4", reg. width &
lgth., 14 mos. dry; NO. 1 C. & BTR., 10/4", reg.
width & lgth., 14 mos. dry. WHEELER-TIM-
LIN LUMBER CO., Wausau, Wis.
NO. 1 C. & BTR., red & white, 4/4 to 16/4",
reg. width., std. lgth., 1 to 2 yrs. dry. YEAGER
LUMBER COMPANY, Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. width & lgth., 10
mos. dry. HOFFMAN BROS. CO., Ft. Wayne,
Ind.
LOG RUN, 4/4 & 8/4", 3" & up. 4-20", 8 mos.
dry. P. J. LAWRENCE LUMBER CO., St.
Louis, Mo.

CHERRY

NO. 1 C., 4/4-8/4", reg. width & lgth., 1-2 yrs.
dry. BLAKESLEE, PERRIN & DARLING,
Buffalo, N. Y.
NO. 1 C. & BTR., 4/4", good widths., 50% 14-
16", 2 yrs. dry. ATLANTIC LUMBER CO.,
Buffalo, N. Y.
FAS, 4/4", 8" & up, 8' & up. HOFFMAN
BROS. CO., Ft. Wayne, Ind.

CHESTNUT

FAS, 4/4", reg. width & lgth., 1 yr. dry.
BUFFALO HARDWOOD LUMBER CO., Buf-
falo, N. Y.

COTTONWOOD

BOX BDS., 4/4", 9-12"; FAS, 4/4, 6-12".
ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 C. & PANEL, 4/4", 18" & up. ANDER-
SON-TULLY CO., Memphis, Tenn.
NO. 2 C., 4/4", 1 yr. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.
NO. 1 C. & NO. 2 C., 4/4 to 6/4", 4" & up, 10 to
16", 8 mos. dry. P. J. LAWRENCE LUMBER
CO., St. Louis, Mo.

BOX BDS., 4/4", 9-12". NICKEY BROS.,
INC., Memphis, Tenn.
FAS, 4/4", 6-12", 6 mos. dry; FAS, 5/4", 6" &
up, 4 mos. dry; FAS, 5/4", 13" & up, 10 mos.
dry, all reg. lgths. WISCONSIN LUMBER CO.,
Chicago, Ill.

CYPRESS

SHOP, 5/4". ABERDEEN LUMBER CO.,
Pittsburgh, Pa.
FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP
& BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4,
6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4".
ANDERSON-TULLY CO., Memphis, Tenn.
SEL., 8/4", reg. width & lgth., yr. dry. BUF-
FALO HARDWOOD LUMBER CO., Buffalo,
N. Y.
COM. 4/4, 5/4, 6/4 & 8/4", ran. width & lgth.,
4 mos. dry; FAS, SEL., and NO. 1 SHOP, all
4/4, 5/4, 6/4 & 8/4", ran. width & lgth., 6 mos.
dry, straight or mixed cars. CORNELIUS
LUMBER CO., St. Louis, Mo.
SHOP & BTR., 3/4 to 8/4". KRAETZER-
CURED LUMBER CO., Memphis, Tenn.
FAS, 6/4, 10/4 & 12/4"; SEL., 6/4, 8/4 &
10/4"; SHOP, 6/4". NICKEY BROS., INC.,
Memphis, Tenn.
FAS & SEL., 8/4 & 12/4"; SHOP, 4/4, 8/4 &
12/4". STIMSON VENEER & LUMBER CO.,
Memphis, Tenn.
NOS. 1 & 2 C., 4/4", 8 mos. dry; PECKY,
4/4", 5 mos. dry, all reg. widths & lgths. WIS-
CONSIN LUMBER CO., Chicago, Ill.
NO. 1 SHOP & BTR., 4/4-16/4", reg. widths.,
std. lgths., 1-2 yrs. dry. YEAGER LUMBER
CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 6/4 & 8/4". ABERDEEN LUM-
BER CO., Pittsburgh, Pa.
LOG RUN 6/4". BLISS-COOK OAK CO.,
Blissville, Ark.
FAS, 10/4", reg. width & lgth., yr. dry.
BUFFALO HARDWOOD LUMBER COM-
PANY, Buffalo, N. Y.
LOG RUN, 4/4, 6/4, 8/4 & 12/4", reg. width &
lgth. GEO. C. EHEMANN & CO., Memphis,
Tenn.
NO. 1 C. & BTR., 4/4, 8/4, 10/4 & 12/4".
JACKSON & TINDLE, Grand Rapids, Mich.
LOG RUN, 4/4 to 12/4". KRAETZER-
CURED LUMBER CO., Memphis, Tenn.
LOG RUN, 4/4 & 8/4", reg. width & lgth., air-
dried. KELLOGG LUMBER CO., Memphis,
Tenn.
LOG RUN, 4/4, 5/4 & 6/4", 4" & up, 10-16", 6
mos. dry. P. J. LAWRENCE LUMBER CO.,
St. Louis, Mo.

HARDWOODS FOR SALE

NO. 3 C., 1 1/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.
LOG RUN, 4-12 1/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 5/4 & 6/4". T. SULLIVAN & CO., Buffalo, N. Y.
COM. & BTR., 12/4". WELSH LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4, 5 mos. dry; LOG RUN, 5/4, 4 mos. dry; LOG RUN, 6/4, 6 mos. dry; LOG RUN, 8/4", 3-6 mos. dry; LOG RUN, 10/4, 8 mos. dry, all reg. width & lgth. WISCONSIN LUMBER CO., Chicago, Ill.

ELM—ROCK

NO. 2 C. & BTR. & NOS. 2 & 3 C., 8 1/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

BOX BDS., 4/4", 9-12 and 13-17"; FAS, 4/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 2 C., 4/4, 5/4 & 6/4"; NO. 3 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/4-8/4"; NO. 1 C. & BTR., QTD., 5/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 4/4", reg. width & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12 and 13-17", 12-16", 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS, 5/4", reg. width & lgth. air-dried; NO. 1 C., 4/4, 5/4, 6/4 & 8/4", reg. width & lgth. air-dried; DOG BDS., 6/4 & 8/4", reg. width & lgth. air-dried. KELLOGG LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4-6/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & SEL., & NO. 2 C., 4/4", reg. width & lgth., 5 mos. dry; NO. 3 C., 4/4", reg. width & lgth., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—PLAIN RED

FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-10/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

ALL grades 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C., 5/4 & 6/4", reg. width & lgth., air-dried. KELLOGG LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", 4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 1 C. & SEL., 4/4 & 5/4", reg. width & lgth., 8 mos. dry; FAS, 5/4", reg. width & lgth., 8 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

GUM—QUARTERED RED

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 8/4", reg. width & lgth., 1 yr. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4-12/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. width & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

FAS & NO. 1 C., 4/4"; COM. & BTR., 8/4"; NO. 1 C., 10/4", sap no def. NICKEY BROS., INC., Memphis, Tenn.

COM. & BTR., 4/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 6/4, 8/4 & 10/4". S.N.D. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

GUM—TUPELO

NO. 1 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

ALL grades, 4/4, 5/4, 6/4, 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

ALL grades, 4/4, 5/4, 6/4 & 8/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

GUM—MISCELLANEOUS

NO. 3 C., gum and mixed woods, 4/4, 5/4 & 6/4", reg. width & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

HACKBERRY

NOS. 2 & 3 C., 4 1/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4 & 6 1/4". NICKEY BROS., INC., Memphis, Tenn.

HICKORY

LOG RUN, 6/4 & 10/4". NICKEY BROS., INC., Memphis, Tenn.

LOG RUN, 6/4 & 8/4", reg. width & lgth., dry. SWAIN-ROACH LUMBER CO., Seymour, Ind.

FAS, 8/4, 10/4, 12/4 & 16/4", reg. width, std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

LOCUST

LOG RUN, honey, 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

LOG RUN, 4/4". NICKEY BROS., INC., Memphis, Tenn.

MAHOGANY

ALL grades HONDURAS, 4/4-8/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 1 C. & BTR., 5/4", good width, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 10/4", reg. width & lgth., dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 10/4, 12/4, 14/4 & 16/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 C., 4/4 & 5/4"; QTD., 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR. & NO. 2 C., 5/4", good widths & lgths., 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 5/4"; NO. 3 C., 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 12/4". PENROD-JURDEN CO., Memphis, Tenn.

LOG RUN, 16/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4 to 16/4", reg. width, std. lgth., yr. to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

FAS, 4/4-16/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 10/4", reg. width & lgth., 10 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4, 6/4 & 8/4", 4" & up, 10-16", 4 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 C. & BTR., 6/4". MASON-DONALDSON LUMBER COMPANY, Rhinelander, Wis.

NO. 1 C. & BTR., 4/4-16/4", reg. width, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—PLAIN RED

NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 2 C. & BTR., 4/4 & 8/4". BELLGRADE LUMBER COMPANY, Memphis, Tenn.

FAS, 10/4", reg. width & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4", reg. width & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. width & lgth., air-dried. KELLOGG LUMBER CO., Memphis, Tenn.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

NO. 1 C. & SEL., 8/4", reg. width & lgth., 10 mos. dry. WISCONSIN LUMBER CO., Chicago, Ill.

FAS, 4/4", reg. width & lgth., 4-12 mos. dry; NO. 1 C. & BTR., 6/4 & 8/4", reg. width & lgth., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4, 5/4 & 6/4", 6" & up; CLR. SAP STRIPS, 4/4", 2-3 1/2". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

OAK—PLAIN WHITE

NO. 2 C. & BTR., 3/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, 10/4", reg. widths & lgths., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

FAS, 5/4" & 3/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

LOG RUN, 4/4 to 8/4". KRAETZER-CURED LUMBER CO., Memphis, Tenn.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C. & BTR., 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 3/4 & 1/2", 6" & up, 8' & up, 8 mos. dry; FAS, 4/4", reg. widths & lgths., 4 mos. and over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgths., 6 mos. dry; BCKG. BDS., 3/4, 5/4", reg. widths & lgths., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8", & up. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

FAS 4/4"; NO. 1 C. 4/4 & 5/4. NICKEY BROS., INC., Memphis, Tenn.

NO. 1 & 2 C. 4/4", reg. width & lgth., 4-12 mos. dry. WOOD MOSAIC CO., New Albany, Ind.

FAS 4/4", 6" wide; SD. WORMY 4/4"; CLR. SAP STRIPS 4/4", 2-3 1/2". BEDNA-YOUNG LUMBER CO., Greensburg, Ind.

OAK—MISCELLANEOUS

FAS, R. & W., 4/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., mixed R. & W., 3/4 & 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & NO. 2 C., red & white, 4/4 & 5/4", 4" & up, 10 to 16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 3 C., 4/4"; CROSSING PLK., 12/4". PENROD-JURDEN CO., Memphis, Tenn.

FAS 5/4". WELSH LUMBER CO., Memphis, Tenn.

FAS, 4/4-16/4", reg. width, std. lgth., 12-18 mos. dry. YEAGER LUMBER CO., Buffalo, N. Y.

POPLAR

NO. 1 C. 4/4", good widths, 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. 6/4", 2 yrs. dry; NO. 1 C. 6x6, 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS 16/4", reg. width & lgth., 6 mos. dry, sap no def.; NO. 1 & 2 C. 4/4", reg. width & lgth., 6 mos. dry; NO. 2 C. 8/4", reg. width & lgth., 6 mos. dry. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

ALL grades 4/4, 5/4 & 6/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR. 5/8 & 4/4", ran. width & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 1 C. 4/4 & 8/4"; NO. 2 C. 8/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 C. 8/4", reg. width & lgth., 4-12 mos. dry; NO. 2 B. COM., 4/4", reg. width & lgth., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

NO. 1 C. & BTR., 5/8-16/4", reg. widths, std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	7
Blakeslee, Perrin & Darling ...	4
Buffalo Hardwood Lumber Co..	4
Cobbs & Mitchell, Inc.....	3
Coppock, S. P., Lumber Co.....	
Crim, C. M., & Son.....	
East Jordan Lumber Co.....	50
Elias, G., & Bro.....	4
Evansville Band Mill Company.	
Fathauer, Theo., Company.....	
Gill-Andrews Lumber Company	16
Hoffman Bros. Company.....	7-29
Jackson & Tindle.....	
Jones Hardwood Co.....	46
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	
Maley & Wertz.....	
Mason-Donaldson Lumber Co..	
McIlvain, J., Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-43
North Vernon Lumber Co.....	43
Palmer & Parker Co.....	
Salling, Hanson Co.....	44
Standard Hardwood Lumber Co.	4
Stearns Salt & Lumber Co.....	6
Stimson, J. V.....	7-52
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7
Taylor & Crate.....	4
Tegge Lumber Co.....	44
Von Platen Lumber Company..	6
Wheeler-Timlin Lumber Co....	45
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon.....	45
Wood-Mosaic Company.....	7
Yeager Lumber Company, Inc..	4
Young, Bedna, Lumber Co.....	7
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page	7
Evans, G. H., Lumber Co.....	
Long-Bell Lumber Co.....	7-36
Mowbray & Robinson Co.....	7-43

POPLAR.

Anderson-Tully Co.....	2-7-10
Arlington Lumber Company....	7-45

RED GUM.

Anderson-Tully Co.....	2-7-10
Barr-Holaday Lumber Co....	14-15
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown & Hackney, Inc.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., & Sons Lumber Company	
Carrier Lbr. & Mfg. Co.....	14-15
Darnell-Love Lumber Co.....	14-15
Ehemann, Geo. C., & Co.....	12

Evans, G. H., Lumber Co.....	
Ferguson & Palmer Company..	12
Gayoso Lumber Company.....	11
Goodlander-Robertson Lumber Company	7-11
Hendrick, E. L., Lumber Co....	14-15
Kraetzer-Cured Lumber Co....	14-15
Lamb-Fish Lumber Co.....	14-15
Memphis Band Mill Co.....	7-12
Miller Lumber Company.....	7-41
Natchez Lumber Co.....	14-15
Paepcke-Leicht Lumber Co....	37
Penrod-Jurden Company.....	11
Pritchard-Wheeler Lumber Co.	7-10
Russe & Burgess, Inc.....	11
Sondheimer, E., Co.....	10
Stark, James E., & Co.....	10
Stimson, J. V.....	7-52
Stimson Veneer & Lumber Co..	10
Tallahatchie Lumber Co.....	14-15
Thane Lumber Co.....	10
Thompson-Katz Lumber Co....	12
Three States Lumber Co.....	7-52
Welsh Lumber Co.....	12

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	39
Anderson-Tully Co.....	2-7-10
Arlington Lumber Company....	7-45
Atlantic Lumber Co., Buffalo...	4
Baker-Matthews Lumber Co....	13
Barr-Holaday Lumber Co.....	14-15
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown Land & Lumber Co....	10
Brown, W. P., & Sons Lbr. Co..	12
Brown & Hackney, Inc.....	12
Buffalo Hardwood Lumber Co..	4
Carrier Lbr. & Mfg. Co.....	14-15
Catlin, R. H., Company.....	46
Cornelius Lumber Company....	
Darnell-Love Lumber Co.....	14-15
Davis, Edw. L., Lumber Co....	
Dudley Lumber Company.....	10
Ehemann, Geo. C., & Co.....	12
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	
Fathauer, Theo. Company....	
Ferguson & Palmer Company..	12
Gayoso Lumber Company.....	11
Goodlander - Robinson Lumber Company	7-11
Hendrick, E. L., Lumber Co....	14-15
Hoffman Bros. Company.....	7-29
Kellogg Lumber Company.....	11
Kerns Lumber Company.....	
Kosse, Shoe & Schleyer Co., The	
Kraetzer-Cured Lumber Co....	14-15
Lamb-Fish Lumber Co.....	14-15
Lawrence, P. J., Lumber Co....	16
Long-Bell Lumber Company....	7-36
Long-Knight Lumber Company	
McIlvain, J. Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4

Maley & Wertz	
Memphis Band Mill Company..	7-12
Memphis Hardwood Flooring Company	
Miller, Sturm & Miller.....	4
Miller Lumber Co.....	7-41
Mowbray & Robinson Co.....	7-43
Murrelle, L. D., Lumber Co....	13
Natchez Lumber Co.....	14-15
Nickey Bros., Inc.....	26-27
Norman Lumber Company.....	
North Vernon Lumber Co.....	43
Paepcke-Leicht Lumber Co....	37
Pelican Lumber Company.....	44
Penrod-Jurden Company.....	11
Pritchard-Wheeler Lumber Co.	7-10
Russe & Burgess, Inc.....	11
Salt Lick Lumber Company....	6
Sondheimer, E., Company.....	10
Standard Hardwood Lumber Company	4
Stark, James E., & Co.....	10
Stimson, J. V., & Co.....	45
Stimson Veneer & Lumber Co..	10
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7
Tallahatchie Lumber Co.....	14-15
Taylor & Crate.....	4
Thane Lumber Co.....	10
Thompson-Katz Lumber Co....	12
Three States Lumber Co.....	7-52
Tustin Hardwood Lbr. Co.....	11
Vestal Lumber & Manufactur- ing Co.....	42
Welsh Lumber Co.....	12
Willett, W. R., Lumber Co....	
Willson Bros. Lumber Co.....	6
Wisconsin Lumber Company....	51
Wistar, Underhill & Nixon....	45
Woods, J. M., Lumber Co.....	13
Yeager Lumber Co., Inc.....	4
Young, Bedna, Lumber Co.....	7

LUMBER COMMISSION.

Buckley, Alfred P.....	46
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VENEERS AND PANELS.

Algoma Panel Company.....	50
Allen-Eaton Panel Co.....	28
Anderson-Tully Co.....	2-7-16
Astoria Veneer Mills & Dock Co.	36
Bird's Eye Veneer Company....	24
Dean-Spicker Company, The...	30
Hoffman Bros. Company.....	7-29
Kiel Woodenware Co.....	28
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Louisville Veneer Mills.....	
Mengel, C. C., & Bro. Co.....	
Munising Woodenware Co.....	24
Nickey Bros., Inc.....	26-27
Ohio Veneer Company.....	46
Palmer & Parker Co.....	
Penrod Walnut & Veneer Co..	1
Pickrel Walnut Company.....	25
Rayner, J., Company.....	8

Stark, James E., & Co.....	10
St. Louis Basket & Box Co....	28
Stimson Veneer & Lumber Co..	10
Wisconsin Cabinet & Panel Co..	28
Wisconsin Veneer Company....	
Wood-Mosaic Company.....	7

MAHOGANY, WALNUT, ETC.

Davis, Edw. L., Lumber Co....	
Hoffman Brothers Company....	7-29
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Mengel, C. C., & Bro. Co.....	
Palmer & Parker Co.....	
Pearson, C. H.....	42
Penrod Walnut & Veneer Co....	1
Pickrel Walnut Company.....	25
Purcell, Frank.....	16
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-16
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	50
Horner, William	6
Long-Bell Lumber Company....	7-36
Mason-Donaldson Lumber Co..	
Memphis Hardwood Flooring Co.	
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns Salt & Lumber Co....	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	5
Hill-Curtis Co.....	

SAWMILL MACHINERY.

Hill-Curtis Co.....	
Sinker-Davis Co.....	38
Soule Steam Feed Works....	52

LOGGING MACHINERY.

Chickasaw Cooperage Company	8
Godfrey, John F.....	42
Lidgerwood Manufacturing Co.	52

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	8
Philadelphia Textile Machinery Company	6

TIMBERLANDS.

Lacey, James D., Timber Co...	
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MISCELLANEOUS.

Brookmire Economic Service...	35
Buck, Frank R., Co.....	
Catlin, R. H., Company.....	46
Childs, S. D., & Co.....	50
Certus Cold Glue Company....	24
Kane Manufacturing Company.	30
Lumbermen's Credit Assn.....	50
Pearson, C. H.....	42
Perkins Glue Company.....	28
Valley Log Loading Co.....	11

CL. SAPS 1 1/2" FAS. D. 3" and 4" of
BEDNA YOUNG LUMBER CO., Chicago, Ill.

SYCAMORE

LOG RUN 1 1/2" FAS. D. 3" and 4" of
GEO. C. EHEMANN & CO., Memphis, Tenn.

WALNUT

NO. 2 C. 4 1/4", reg. width & lgth. BLAKES-
LEE, PERRIN & DARLING, Buffalo, N. Y.
FAS, 4 1/4", reg. widths & lgths, 6 mos. dry;
NO. 1 C. 4 1/4", reg. widths & lgths, 6 mos. dry;
COM. & BTR., 5 1/4", 8" & up, reg. lgths, 9 mos.
dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.
ALL grades & thicknesses. KOSSE, SHOE
& SCHLEYER CO., Cincinnati, O.

VENEER

ASH

1/4"-5/8" up to 22' long. HOFFMAN BROS. CO.,
Ft. Wayne, Ind.

CHERRY

1/20"-5/8". HOFFMAN BROS. CO., Ft. Wayne,
Ind.

GUM—RED

QTD., FIG'D, any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.
FIG., all thicknesses. NICKEY BROTHERS,
INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced
THE DEAN-SPICKER CO., Chicago, Ill.

MAHOGANY

ANY thickness. THE DEAN-SPICKER
CO., Chicago, Ill.
PLAIN & FIGURED, 1/28 to 1/4", Mexican
and African. HUDDLESTON-MARSH MA-
HOGANY CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

MAPLE

QTD., 1/4"-5/8"; PL., 1/4"-5/8" up to 22' long. HOFF-
MAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any
thickness, any size PENROD, JURDEN &
McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
WHITE, 1/20". HOFFMAN BROS. CO., Ft.
Wayne, Ind.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
SWD., white, all thicknesses. NICKEY
BROTHERS, INC., Memphis, Tenn.

POPLAR

1/4"-5/8" up to 22' long. HOFFMAN BROS. CO.,
Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE
DEAN-SPICKER CO., Chicago, Ill.
ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
SL. & RTRY. CUT. HUDDLESTON-
MARSH MAHOGANY CO., Chicago, Ill.
ANYTHING in walnut, veneers, pl. & fig.,
rty. and sliced. PICKREL WALNUT CO., St.
Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

STOCK SIZES, 1/4, 5/16 & 3/8", good 1S
and 2S. HUDDLESTON-MARSH MAHOG-
ANY CO., Chicago, Ill.

GUM

QTD. FIG., any thickness. LOUISVILLE
VENEER MILLS, Louisville, Ky.

MAHOGANY

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
STOCK SIZES, 1/4, 5/16 & 3/8", good 1S
and 2S. HUDDLESTON-MARSH MAHOG-
ANY CO., Chicago, Ill.

OAK

ANY thickness. LOUISVILLE VENEER
MILLS, Louisville, Ky.
PL. & QTD. 1/4, 5/16 & 3/8", stock sizes,
good 1S and 2S. HUDDLESTON-MARSH
MAHOGANY CO., Chicago, Ill.

LOCUST

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MILLS, Louisville, Ky.
NO. 1 C. & BTR., 4/4 & 6/4", reg. widths &
lgths. FERGUSON & PALMER CO., Memphis,
Tenn.
COM. & BTR., 4/4". KRAETZER-CURED
LUMBER CO., Memphis, Tenn.
NO. 1 C. 4/4", reg. width & lgth., dry. PEN-
ROD, JURDEN & McCOWEN, INC., Mem-
phis, Tenn.

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are frequent except where our

Two Piece
Geometrical
Barter Coin



S. D.
CHILDS & CO.
CHICAGO

We also make
Time Checks, Stencils
and Log Hammers

FOR PROMPT SHIPMENT, THOROLY DRY

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200,000' 4/4 No. 1 C. & B.	100,000' 10/4 No. 1 C. & B.
24,000' 5/4 No. 1 C. & B.	80,000' 12/4 No. 1 C. & B.
38,000' 6/4 No. 1 C. & B.	80,000' 14/4 No. 1 C. & B.
300,000' 8/4 No. 1 C. & B.	50,000' 16/4 No. 1 C. & B.

ELM

22,000' 6/4 No. 2 C. & B.	20,000' 12/4 No. 1 C. & B.
180,000' 8/4 No. 2 C. & B.	102,000' 16/4 No. 1 C. & B.

BASSWOOD

165,000' 4/4 No. 2 C. & B.	5,000' 5/4 Piano key stock, (green)
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BIRCH

40,000' 5/4 No. 2 C. & B.	38,000' 5/4 No. 3 Common
15,000' 4/4 No. 3 Common	

A Full Line of High Grade Maple

East Jordan Lumber Co.

Manufacturers
IMPERIAL Maple Flooring

East Jordan, Michigan

SAVE YOUR MONEY BY USING THE

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Published semi-annually
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It contains a carefully prepared list of the buyers of lum-
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The book indicates their financial standing and manner
of meeting obligations. Covers the United States, Alberta,
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book as the authority on the line it covers.

A well organized Collection Department is also oper-
ated and the same is open to you. Write for terms.

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NAME CHANGED TO

Algoma Panel Company

Manufacturers of

VENEER, PLYWOOD, PANELS,
SEATING & HARDWOOD LUMBER

VENEER AND SAW MILL BIRCHWOOD, WIS.
VENEER AND PANEL FACTORY ALGOMA, WIS.

ESTABLISHED 1886

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PLYWOOD BENT TO SHAPE
Complete FABRICATED VENEERS
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Use highest government approved water-proof
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We are ready to help you solve your Veneer Problems
Two generations of practical experience back of our products

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Boiled down this means you can be certain of getting exactly what you buy when placing your orders with the Wisconsin Lumber Company. The same sincerity of purpose is an equally binding guarantee of quality of manufacture and care in handling each man's order. Our timber was purchased and our mills and yards constructed with that idea in mind.

It is our policy to consider each customer as a personal friend whose interests we are going to guard in every possible way.

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CHICAGO
BAND MILLS - DEERING, MO.

Sincerely,

WIS



STIMSON'S MILLS

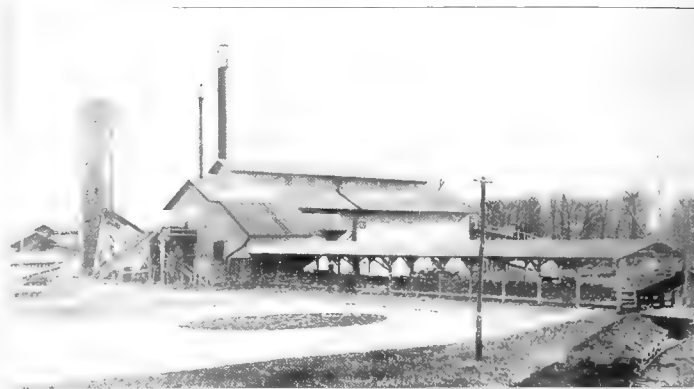
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1/2 car 4 4 Log Run Beech	1 car 2 1/2, 3, 3 1/2, 4" No. 1 Com. & Btr. Hickory
1/2 car 5 4 Log Run Beech	1 car 3 No. 2 Com. & Btr. Hard Maple
1 car 4 4 Log Run Cherry	1/2 car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
1/2 car 4 4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	1/2 car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4 4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.

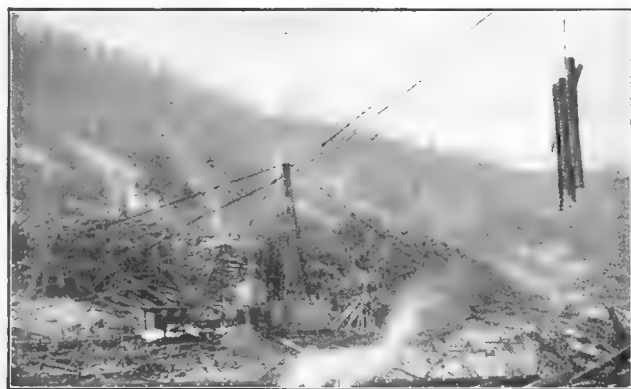
THIS SAW MILL FOR SALE



FOR SALE—The above 9-foot Prescott Pacific Coast type band mill with full complement of auxiliary and power plant machinery; heart yellow pine frame. Modern in every way. Can be moved. Immediate delivery—no 9 to 12 months' wait for delivery.

PRICE ON APPLICATION TO

W. A. GILCHRIST
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Lidgerwood Cableway Skidders

**with Mechanical Slack Puller
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders reduce time of hooking on logs to a minimum.

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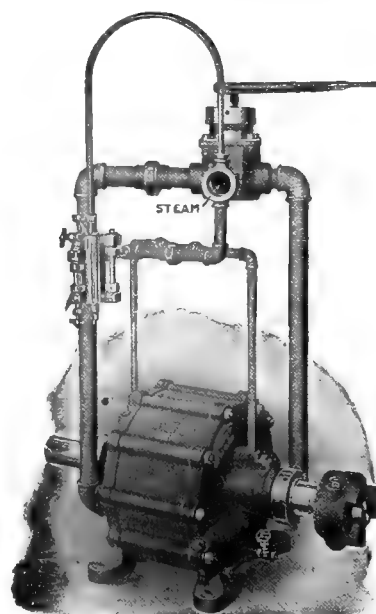
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because they must PUSH all day long on the lever of a Friction Feed.

The throttle
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can be moved
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MERIDIAN, MISS.

Hardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, MARCH 25, 1919

Subscription \$2.
Vol. XLVI, No. 11

NO GUESS WORK

It has always been our belief that there is one best way to make, care for and merchandise hardwood lumber and veneers. Our determination has been to find that way through constant study and tabulation and to adhere to it when found.

The result is that in everything concerning what you buy from us, methods proven by experience and elimination to be best, apply. In short, our production of southern rotary veneers and hardwood lumber is backed by

PJ SERVICE

*Synonymous with
Good Timber—Expert Manufacture
—Scientific Drying—Modern Mills—
Satisfaction to the Buyer.*

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MEMPHIS, TENN.

ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—GOLDEN RULE—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

Michigan Hardwoods

Cadillac Quality

DRY STOCK MARCH 1, 1919

100 M 4/4 Basswood, No. 1 Common
 75 M 4/4 Basswood, No. 2 Common
 100 M 4/4 Basswood, No. 3 Common
 100 M 4/4 Gray Elm, No. 3 Common
 60 M 6/4 Gray Elm, FAS and Selects
 100 M 8/4 Gray Elm, No. 2 Common and Better
 4 M 4/4 Birdseye Maple, FAS, End Dried
 30 M 5/4 Maple, Step, FAS
 80 M 5/4 Maple, FAS and Selects
 50 M 6/4 Maple, Common and Better
 70 M 8/4 Maple, FAS and Selects

Also have ample stock of dry 4/4 Maple and can furnish any grade No. 2 Common or better.

Since last September we have been sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry, March 1, 1919—

4/4 Basswood, Birch, Gray Elm, Maple,
 Birdseye Maple, and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8/4 Gray Elm

We have part dry—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech

FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

Write for Prices

W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple
 Flooring
 35,000 ft. 13/16" x 4" No. 1 & Better
 Maple Flooring
 60,000 ft. 8/4 No. 2 Com. & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch
 300,000 ft. 6/4 No. 2 Com. & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 150,000 ft. 6/4 No. 3 Common Beech
 150,000 ft. 6/4 No. 3 Common Maple

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.

Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1 2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	533,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,730'	12/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	14,600'	12/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
				3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS
153,900'	4/4 FAS	93,100'	5/4 FAS	780,000'	4/4 FAS	158,400'	4/4 FAS
312,900'	5/4 FAS	226,300'	6/4 FAS	303,500'	5/4 FAS	66,500'	5/4 FAS
123,200'	6/4 FAS	370,500'	8/4 FAS	409,100'	6/4 FAS	62,600'	6/4 FAS
133,200'	8/4 FAS	169,800'	10/4 FAS	475,500'	8/4 FAS	166,100'	8/4 FAS
97,400'	10/4 FAS	333,200'	12/4 FAS	273,600'	10/4 FAS	42,800'	10/4 FAS
14,700'	12/4 FAS	41,600'	16/4 FAS	248,600'	12/4 FAS	59,400'	12/4 FAS
7,000'	16/4 FAS	670,000'	4/4 No. 1 & 2 Com.	105,200'	16/4 FAS	91,900'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.	168,700'	5/4 No. 1 & 2 Com.	74,400'	5/8 to 7/8 No. 1 & 2 Com.	48,000'	5/8 Saps & Sel.
511,100'	4/4 No. 1 & 2 Com.	554,400'	6/4 No. 1 & 2 Com.	931,900'	4/4 No. 1 & 2 Com.	373,500'	4/4 Saps & Sel.
484,000'	5/4 No. 1 & 2 Com.	832,200'	8/4 No. 1 & 2 Com.	351,200'	5/4 No. 1 & 2 Com.	79,000'	5/4 Saps & Sel.
279,000'	6/4 No. 1 & 2 Com.	329,800'	10/4 No. 1 & 2 Com.	239,300'	6/4 No. 1 & 2 Com.	66,600'	6/4 Saps & Sel.
173,800'	8/4 No. 1 & 2 Com.	433,100'	12/4 No. 1 & 2 Com.	455,800'	8/4 No. 1 & 2 Com.	72,100'	8/4 Saps & Sel.
67,800'	10/4 No. 1 & 2 Com.	83,500'	16/4 No. 1 & 2 Com.	238,500'	10/4 No. 1 & 2 Com.	27,000'	10/4 Saps & Sel.
60,000'	12/4 No. 1 & 2 Com.			200,600'	12/4 No. 1 & 2 Com.	122,600'	12/4 Saps & Sel.
13,200'	16/4 No. 1 & 2 Com.			60,400'	16/4 No. 1 & 2 Com.	17,500'	16/4 Saps & Sel.
RED & WHITE BIRCH		RED GUM		QUARTERED RED OAK		WALNUT	
4,800'	3/4 FAS	2,000'	3/4 FAS	9,700'	3/4 to 7/8 FAS	10,700'	5/8 to 7/8 No. 2 Com. & Btr.
600,500'	4/4 FAS	299,400'	4/4 FAS	104,400'	4/4 FAS	273,100'	4/4 No. 2 C. & Btr.
306,900'	5/4 FAS	117,300'	5/4 FAS	29,800'	5/4 FAS	37,600'	5/4 No. 2 C. & Btr.
456,200'	6/4 FAS	118,000'	6/4 FAS	43,300'	6/4 FAS	70,000'	6/4 No. 2 C. & Btr.
317,000'	8/4 FAS	117,300'	8/4 FAS	7,700'	8/4 FAS	62,800'	8/4 No. 2 C. & Btr.
32,800'	10/4 FAS	1,500'	3/4 No. 1 & 2 Com.	2,200'	10/4 FAS	12,500'	10/4 No. 2 C. & Btr.
82,700'	12/4 FAS	283,000'	4/4 No. 1 & 2 Com.	1,500'	12/4 FAS	16,500'	12/4 No. 2 C. & Btr.
12,100'	16/4 FAS	97,600'	5/4 No. 1 & 2 Com.	3,800'	16/4 FAS	7,500'	16/4 No. 2 C. & Btr.
558,000'	4/4 No. 1 & 2 Com.	9,700'	6/4 No. 1 & 2 Com.	11,100'	3/4 to 7/8 No. 1 & 2 Com.		
83,600'	5/4 No. 1 & 2 Com.	66,300'	8/4 No. 1 & 2 Com.				
61,900'	6/4 No. 1 & 2 Com.	19,500'	8/4 Qtd. FAS				
71,800'	8/4 No. 1 & 2 Com.	15,000'	8/4 Qtd. No. 1 C.				
33,700'	10/4 No. 1 & 2 Com.						
18,000'	12/4 No. 1 & 2 Com.						
CHERRY		SAP GUM					
8,600'	3/4 No. 2 C. & Btr.	144,700'	4/4 FAS				
555,900'	4/4 No. 2 C. & Btr.	33,000'	5/4 FAS				
32,000'	5/4 No. 2 C. & Btr.	79,500'	6/4 FAS				
125,000'	6/4 No. 2 C. & Btr.	26,700'	8/4 FAS				
85,600'	8/4 No. 2 C. & Btr.	2,500'	3/4 No. 1 & 2 Com.				
11,700'	10/4 No. 2 C. & Btr.	58,900'	4/4 No. 1 & 2 Com.				
44,000'	12/4 No. 2 C. & Btr.	59,200'	5/4 No. 1 & 2 Com.				
28,600'	16/4 No. 2 C. & Btr.	108,000'	6/4 No. 1 & 2 Com.				
		67,500'	8/4 No. 1 & 2 Com.				
		13,000'	8/4 Qtd. FAS				
		5,500'	8/4 Qtd. No. 1 C.				

Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

Atlantic Lumber Co.
Miller, Sturm & Miller
Buffalo Hardwood Lumber Co.

T. Sullivan & Co.
Taylor & Crate
Hugh McLean Lumber Co. Standard Hardwood Lumber Co.
Yeager Lumber Co., Inc.

G. Elias & Bro., Inc.
Blakeslee, Perrin & Darling

LOUISVILLE

THE HARDWOOD GATEWAY OF THE SOUTH

W. P. Brown & Sons Lumber Co.

General Offices and Distributing Yard
LOUISVILLE, KY.

Allport, Ark. **Eight Band Mills** Fayette, Ala.
Furth, Ark. Guin, Ala.
Geridge, Ark. Brasfield, Ark.

PLAIN WHITE OAK	85,000' 5/4" No. 2 Com.
250,000' 4/4" FAS	110,000' 8/4" No. 2 Com.
165,000' 4/4" No. 1 Com.	
200,000' 4/4" No. 2 Com.	SAP GUM
PLAIN RED OAK	525,000' 4/4" FAS
115,000' 4/4" FAS	175,000' 5/4" FAS
210,000' 4/4" No. 1 Com.	110,000' 6/4" FAS
195,000' No. 2 Com.	175,000' 8/4" FAS
PLAIN RED AND WHITE OAK	135,000' 5/4" No. 1 Com.
300,000' 8/4" Com. & Btr.	105,000' 6/4" No. 1 Com.
150,000' 10/4" Com. & Btr.	145,000' 8/4" No. 1 Com.
165,000' 12/4" Com. & Btr.	385,000' 4/4" No. 2 Com.
POPLAR	105,000' 5/4" No. 2 Com.
125,000' 4/4" No. 1 Com.	165,000' 6/4" No. 2 Com.
105,000' 5/4" No. 1 Com.	185,000' 8/4" No. 2 Com.
90,000' 8/4" No. 1 Com.	QUARTERED RED GUM
135,000' 4/4" No. 2 Com.	115,000' 5/4" Com. & Btr.
	145,000' 6/4" Com. & Btr.
	195,000' 8/4" Com. & Btr.

Wood Mosaic Co., Inc.

Main Office, New Albany, Ind.
BAND MILLS: New Albany, Indiana; Louisville, Kentucky;
Cincinnati, Ohio; Jackson, Tennessee.

POPLAR	ELM
56,300' 3/8" FAS	10,600' 8/4" No. 1 C. & Btr.
22,600' 5/8" FAS	8,000' 12/4" Log Run
42,300' 4/4" FAS	ASH
14,200' 5/4" FAS	9,000' 5/4" No. 1 C. & Btr.
13,600' 6/4" FAS	32,000' 6/4" No. 1 C. & Btr.
PLAIN WHITE OAK	34,000' 8/4" No. 1 C. & Btr.
45,000' 4/4" 1st & 2nds	16,000' 10/4" No. 1 C. & Btr.
28,000' 8/4" 1sts & 2nds	40,000' 12/4" No. 1 C. & Btr.
19,100' 5/8" No. 1 C. & Btr.	15,000' 4/4" No. 2 Com.
65,000' 4/4" No. 1 Com.	14,000' 5/4" No. 2 Com.
14,000' 8/4" No. 1 Com.	10,000' 4/4" No. 3 Com.
35,000' 4/4" No. 2 Com.	HARD MAPLE
CHERRY	18,000' 4/4" No. 1 C. & Btr.
50,000' 4/4" No. 1 C. & Btr.	15,000' 8/4" No. 1 C. & Btr.
CHESTNUT	WALNUT
50,000' 4/4" 1sts & 2nds	11,000' 4/4" 1sts & 2nds
QUARTERED SYCAMORE	58,000' 4/4" No. 1 Com.
18,000' 4/4" No. 2 C. & Btr.	25,000' 5/4" No. 1 Com.
	87,000' 4/4" No. 2 Com.
	37,000' 5/4" No. 2 Com.
	35,000' 4/4" Selects

Norman Lumber Company

LOUISVILLE, KENTUCKY

POPLAR

4-4 No. 1 Com., 200,000 ft.
5-4 No. 1 Com., 15,000 ft., 10 in. and up.
8-4 No. 1 Com., 30,000 ft.
10-4 No. 1 Com., 12,000 ft.
12-4 No. 1 Com., 10,000 ft.
4-4 No. 2 Com., 300,000 ft.
8-4 No. 2 Com., 75,000 ft.

Edward L. Davis Lumber Co.

INCORPORATED

Fourth and K Streets LOUISVILLE, KY.

WHITE ASH	HICKORY
86,300' 4/4" Sel. & Btr.	7,000' 6/4" No. 2 Com.
12,800' 4/4" Sel., 10" & up	4,000' 7/4" No. 2 Com.
15,500' 4/4" Strips, 3" to 5"	27,400' 8/4" No. 2 Com.
52,900' 4/4" No. 1 Com., 3"	5,200' 10/4" No. 2 Com.
& up	MAPLE
18,700' 4/4" No. 1 Com., 8"	5,900' 8/4" FAS
& up	41,600' 8/4" No. 1 Com.
63,700' 4/4" No. 2 Com.	28,100' 8/4" No. 2 Com.
35,500' 5/4" No. 2 Com.	9,000' 8/4" No. 3 Com.
21,400' 5/4" No. 3 Com.	1,200' 10/4" FAS
50,200' 6/4" No. 1 Com., 8"	25,400' 10/4" No. 1 Com.
& up	19,900' 10/4" No. 2 Com.
140,400' 8/4" No. 1 Com.	29,600' 12/4" FAS
62,600' 8/4" No. 2 Com.	10,600' 12/4" No. 1 Com.
31,600' 10/4" No. 2 Com.	6,000' 12/4" No. 2 Com.
51,400' 12/4" No. 1 Com.	3,100' 16/4" No. 2 Com.
13,700' 12/4" No. 2 Com.	
6,500' 16/4" FAS, 8" & up	
16,500' 16/4" Com. & Btr.	

W. R. Willet Lumber Co.

LOUISVILLE, KY.

PLAIN WHITE OAK	POPLAR
4/4 1st & 2nd, 4 cars	4/4 1st & 2nd, 1 car
4/4 No. 1 Com. & Sel., 500,000'	4/4 No. 2 "A", 3 cars
4/4 No. 2 Com., 10 cars	4/4 Nos. 2 & 3, 10 cars
5/4 No. 1 Com., 5 cars	5/8 No. 2 Com., 1 car
4/4 Sound Wormy, 6 cars	4' Lath, 1 car
4/4 No. 3 Com., 10 cars	MISCELLANEOUS
PLAIN RED OAK	5/4 No. 1 Com. & No. 1 Shop
4/4 1st & 2nd, 1 car	Cypress, 1 car
4/4 No. 1 Com., 2 cars	4/4 No. 1 Shop Cypress, 1 car
4/4 No. 2 Com., 2 cars	6/4 1st & 2nd Sap Gum, 14'
QUARTERED WHITE OAK	& longer, 1 car
4/4 1st & 2nd, average 8", 1 car	4/4 No. 3 Common Gum, 3 cars
4/4 Com. & Btr. Strips, 2"—4", 3 cars	2x6 & wider, Sd. & Sq. Edge Oak, 5 cars
	Can load separate cars each width.

DIMENSION STOCK

Mahogany and Walnut

Aside from our production of lumber and veneers—We are manufacturing kiln-dried mahogany and walnut dimension stock at the rate of 2,000,000 feet annually, and this department has been steadily growing since 1902. We think that these simple facts make detailed argument unnecessary—as to our prices, quality of our stock, and promptness of service.

However, we have ready for mailing a circular which explains in detail how and why you can save time, money and trouble—through our dimension stock.

But if you don't care for the circular, and if you realize what an expensive luxury your waste pile is, send us your cutting bills, as you would give them to your stock-cutters. We will quote a specific price for each style you manufacture.

C. C. Mengel & Brother Co.

ANNOUNCEMENT

The sale and distribution of our products will hereafter be conducted from our main office, L'Anse, Michigan. We solicit the continued patronage of our old friends and welcome the opportunity to acquire new ones. Your business will receive the same care and attention given in the past. Our large and complete assortment of

HARDWOODS & HEMLOCK
enables us to guarantee
PROMPT SERVICE

We have a large stock of
BIRCH, MAPLE AND BASSWOOD

STEARNS & CULVER
Lumber Company
L'ANSE, MICHIGAN

WILLIAM HORNER

Reed City and Newberry, Mich.
Head Office, Reed City, Mich.

Manufacturer of

Smoothest Maple, Birch and Beech
FLOORING

ALL SIZES

**COMMERCIAL
KILN DRYING
A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.
Royal Liver Bldg., Liverpool, Eng.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.

MANUFACTURERS

MAIN OFFICE: **PITTSBURGH, PA.**

Salt Lick Lumber Co.

SALT LICK

KENTUCKY

MANUFACTURERS OF

Eureka
WHITE AND RED

Oak Flooring

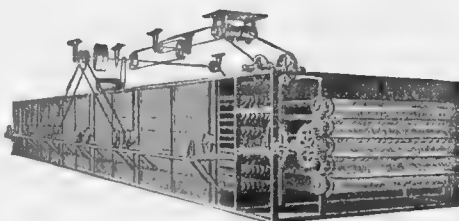
Complete stock of 3/8" and 13/16" in all
standard widths

"Proctor"
DRYERS for VENEER

No checks or
splints. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



SAVE YOUR MONEY BY USING THE

RED BOOK Published semi-annually
in February and August

It contains a carefully prepared list of the buyers of lum-
ber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner
of meeting obligations. Covers the United States, Alberta,
Manitoba and Saskatchewan. The trade recognizes this
book as the authority on the line it covers.

A well organized Collection Department is also oper-
ated and the same is open to you. Write for terms.

Lumbermen's Credit Association Estab. 1878

608 So. Dearborn Street CHICAGO Mention This Paper

55 John Street NEW YORK CITY

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page 5)
Wood-Mosaic Company, Inc.
Fine Veneers and Hardwood Lumber
New Albany, Ind.
Manufacturer

(*See page 29)
Hoffman Brothers Company
Veneers and Hardwood Lumber
Manufacturer
Ft. Wayne, Ind.

(*See page 43)
The Mowbray & Robinson Company
Manufacturers of Hardwood Lumber and Flooring
Cincinnati, Ohio

(*See page 15)
Write for List and Prices
North Vernon Lumber Company
Manufacturer
North Vernon, INDIANA

(*See page 12)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

(*See page 10)
We carry a complete stock of plain and quartered Red and White Oak in all specifications. Our facilities for prompt shipments are second to none.
BAKER-MATTHEWS LBR CO. Sikeston, MISSOURI
Manufacturer

(*See page 15)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page 11)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO. Seymour, INDIANA
Manufacturer

(*See page 52)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 41)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 52)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO. TENNESSEE
Manufacturer, Memphis

B & C—
We Manufacture Hardwood From Fine West Virginia Timber.
WARREN LUMBER CORPORATION
Raywood, W. Va.

(*See page 12)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page 5)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY, LOUISIANA
Alexandria,

(*See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO., TENNESSEE
Manufacturer, Nashville,

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Steps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

(*See page —)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO. MISSISSIPPI
Manufacturer, Charleston,

Bedna Young Lumber Company
Manufacturers Band Sawn Hardwood Lumber
Sales Office: Greensburg, Ind. Band Mill: JACKSON, TENN.
Please let us have your inquiries

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than man-grove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS, MISSISSIPPI
Manufacturers, Belzoni,

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" wdr. Plain Oak
ARKLA LBR. & MFG. CO., MISSOURI
St. Louis,

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY, TEXAS
BEAUMONT,

All stock cut from our Virgin Timber on modern band mills.
THISTLETHWAITE LUMBER COMPANY, LOUISIANA
Manufacturer
Washington,

(*See page 36)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 36)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 16)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY, ARKANSAS
Manufacturer
Blissville,

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-10-51)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. **MEMPHIS, TENN., U. S. A.**

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars.
CLAY LUMBER COMPANY, W. VA.
Manufacturer,
Middle Fork,

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak Thin Oak and Ash Specialties
MANSFIELD HARDWOOD LUMBER CO. SHREVEPORT, LA.
Manufacturer

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.
LOVE, BOYD & CO., TENNESSEE
Manufacturer, Nashville,

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from quercus rubra to quercus borealis.

(*See page —)
Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page 15)
150,000 ft. 4/4 No. 2 Com. Plain Oak Specialists in Bone Dry, Good Widths & Lengths—Prompt Shipment
BARE-HOLADAY LUMBER CO., OHIO
Manufacturer, Greenfield,

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO., W. VA.
Manufacturer, St. Albans,

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarkeburg, W. Va.
Band Mills—Curtin, Coal Sid-ing and Heming Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,768,000,000. Kentucky is credited with 22,500,000,000 feet, Pennsylvania with 18,300,000,000 and Ohio 18,500,000,000.

J. RAYNER CO.
INCORPORATED

VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER
CASSON AVE. AND SHELTON ST.
CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD

CHICAGO

LATEST LIST QUICK M-D MOVERS

Thoroughly Dry

Ready to Be Shipped

DO YOU NEED?

BASSWOOD		100,000' 10/4" No. 1 & Btr.
400,000' 4/4" No. 2 & Btr.		100,000' 12/4" No. 1 & Btr.
200,000' 5/4" No. 2 & Btr.		SOFT MAPLE
4 cars 6/4" No. 2 Com.		1 car 4/4" No. 2 & Btr.
BIRCH		2 cars 6/4" No. 2 & Btr.
4/4" to 8/4" FAS		SOFT ELM
250,000' 4/4" No. 1 Com.		60,000' 6/4" No. 2 & Btr.
100,000' 4/4" No. 2 Com.		150,000' 8/4" No. 2 & Btr.
200,000' 5/4" No. 1 Com.		ROCK ELM
75,000' 6/4" No. 1 Com.		90,000' 8/4" No. 2 & Btr.
75,000' 6/4" No. 2 Com.		BOX & CRATING STOCK
1 car 4/4" No. 1 Com. Sel.		5 cars 5/4" No. 3 Basswood
Red		2 cars 6/4" No. 3 Basswood
2 cars 4/4" FAS Sel. Bed		300,000' 4/4" No. 3 Birch
HARD MAPLE		200,000' 5/4" No. 3 Birch
300,000' 5/4" No. 2 & Btr.		100,000' 4/4" No. 3 Maple
400,000' 6/4" No. 2 & Btr.		4 cars 4/4" No. 3 Soft Elm
500,000' 8/4" No. 2 & Btr.		1 car 6/4" No. 3 Soft Elm

The Mixed Car Specialists

Mason-Donaldson Lumber Company
RHINELANDER, WIS.

Hardwoods, Pine, Hemlock,
Maple and Birch Flooring



Interior of Flooring Factory Where Flint Brand Flooring Is Made

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Musical Instruments

The notion prevails widely that musical instruments contain more foreign than domestic woods. It is quite commonly believed that mahogany, ebony, rosewood, and foreign walnut are the only really important woods belonging in this industry. It will come as a surprise to most people that less than four per cent of the woods purchased by musical instrument manufacturers in this country are of foreign origin and more than 96 per cent grown in our own forests.

The visible part of a piano, for instance, may be mahogany, and persons unacquainted with the construction of the instrument will naturally conclude that it is mahogany through and through. It is quite otherwise. All the mahogany in it may not be equivalent to five board feet. The visible part may be veneer and in very thin sheets, and all the rest is some other wood.

The annual consumption of wood in this country by makers of musical instruments totals 261,000,000 feet, board measure; and only slightly more than 9,000,000 feet of this can be classed as foreign. About a dozen foreign woods are on the list, notably mahogany, Circassian walnut, West Indies boxwood, ebony and rosewood. The other foreign woods are represented by smaller quantities. Mahogany exceeds tenfold all other foreign woods combined, as musical instrument material.

Almost without exception the foreign woods are made into veneers and are used as outside finishing for the instruments, and this explains why it is that foreign woods make such a showing and give an idea of large quantity. They are all expensive and are all handsome; but because of the small quantity finding place in any one instrument, the foreign woods represent quite a small proportion of the total value of all the woods.

(To be continued.)



MEMPHIS

White Ash Our Specialty

5,000' 1" FAS, Reg. Width	1,000' 6/4" FAS, 12" & up
1,000' 1" FAS, Reg. Width	6,000' 8/4" FAS, 12" & up
46,000' 8/4" FAS, Reg. Width	17,000' 12/4" FAS, 12" & up
8,000' 10/4" FAS, Reg. Width	22,000' 4/1" No. 1 Com.
1,000' 14/4" FAS, Reg. Width	18,000' 5/4" No. 1 Com.
20,000' 16/4" FAS, Reg. Width	102,000' 6/4" No. 1 Com.
2,000' 20/4" FAS, Reg. Width	98,000' 8/4" No. 1 Com.
3,500' 4/4" FAS, 10" & up	4,000' 12/1" No. 1 Com.
2,000' 6/4" FAS, 10" & up	17,000' 4/4" No. 2 Com.
22,000' 8/4" FAS, 10" & up	4,000' 5/4" No. 2 Com.
11,000' 12/4" FAS, 10" & up	1,000' 6/4" No. 2 Com.
	19,000' 8/4" No. 2 Com.
	2,500' 16/4" No. 2 Com.

JOHN M. WOODS LUMBER CO.

Ten Million Feet of Hardwoods

IN GOOD ASSORTMENT OF THICKNESSES AND GRADES

DRY KILN of modern type, with 500,000 ft. per month capacity

JAMES E. STARK & CO., Inc.

CYPRESS

150M ft. 4/4 Nos. 1 & 2 Com.	75M ft. 8/4 Select
100M ft. 4/4 No. 1 Shop	25M ft. 8/4 FAS
100M ft. 4/4 Select	150M ft. 8/4 Nos. 1 & 2 Com.
30M ft. 4/4 FAS	20M ft. 12/4" Shop & Better
75M ft. 8/4 Shop	

THANE LUMBER CO.

WHITE ASH

3 cars 1x6-9" FAS, 8-16'
3 cars 1x10-12" FAS, 8-16'
1 car 1x12" & up, FAS, 8-16'
2 cars 1x10" & up, FAS, 8-16'
3 cars 2x10-12" FAS, 8-16'
1 car 2x12" & up, FAS, 8-16'
1 car 1x12-9" FAS, 8-10'
10 cars 2x6-9" FAS, 8-16'
10 cars 3x6" & up, FAS, 8-16'
3 cars 3x12" & up, FAS, 8-16'
3 cars 4x6" & up, FAS, 8-16'
3 cars 4x12" & up, FAS, 8-16'
1 car 5x6" & up, FAS, 8-16'

5 cars 1" No. 1 Com., Reg. Length
2 cars 1 1/4" No. 1 Com., Reg. Length
5 cars 1 1/2" No. 1 Com., Reg. Length
10 cars 2" No. 1 Com., Reg. Length
1 car 1x10" & up, No. 1 Com., Reg. Length
4 cars 1 1/2x10" & up No. 1 Com., Reg. Length
1 car 1" No. 1 Com., 18-20'
1 car 1 1/4" No. 1 Com., 18-20'
1 car 1 1/2x2 1/2-5 1/2" Strips
1 car 2x2 1/2-5 1/2" Strips
4 cars 2" No. 2 Com., Reg. Length
1 car 2" No. 2 Com., 18-20'
5 cars 1 1/2" No. 2 Com., Reg. Length

All of the above stock dry and ready for immediate shipment

DUDLEY LUMBER CO., Inc.

SPECIALS For QUICK SHIPMENT

3 cars	4/4 Select Cypress—12 Mo. dry.
5 cars	8/4 No. 1 C. & B. Qtd. Sap Gum—18 Mo. dry.
10 cars	4/4 No. 1 Com. Plain Red Oak—18 Mo. dry.
5 cars	5/4 No. 1 Com. Plain Red Oak—18 Mo. dry.
4 cars	6/4 No. 2 C. & B. Soft Maple—12 Mo. dry.
5 cars	8/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
5 cars	12/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
3 cars	12/4 No. 2 C. & B. Soft Elm—18 Mo. dry.

Write or wire for attractive prices

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK	COTTONWOOD
1 car 4/4" FAS	1 car 4/4" Box Boards, 9-12"
1 car 4/4" No. 1 Com.	1 car 4/4" Box Boards, 13-17"
PLAIN WHITE OAK	1 car 4/4" No. 1 Com., 12" & up
3 cars 4/4" No. 1 Com.	PLAIN BLACK GUM
3 cars 4/4" No. 2 Com.	2 cars 4/4" Log Run
PLAIN RED OAK	QUARTERED SYCAMORE
2 cars 4/4" FAS	1 car 4/4" Log Run
4 cars 4/4" No. 1 Com.	QUARTERED RED GUM
3 cars 4/4" No. 2 Com.	4 cars 4/4" No. 1 Com.
2 cars 4/4" Sound Wormy	PLAIN RED GUM
5 cars 1 1/4" No. 3 Com.	2 cars 4/4" FAS
3 cars 12/1" Crossing Plank	4 cars 4/4" No. 1 Com.
1 car 16/4" Crossing Plank	SAP GUM
SOFT ELM	3 cars 4/4" FAS
1 car 4/4" Log Run	2 cars 4/4" No. 1 Com.
3 cars 6/4" Log Run	3 cars 4/4" No. 2 Com.
2 cars 8/4" Log Run	4 cars 4/4" No. 3 Com.
4 cars 12/4" Log Run	4 cars 4/4" Box Boards, 9-12"
5 cars 16/4" Log Run	6 cars 4/4" Box Boards, 13-17"
	YELLOW CYPRESS
	All Grades and Thicknesses

Stimson Veneer & Lbr. Co.

SAP GUM	ASH
280,000' 4/4" FAS	50,000' 4/4" Log Run
300,000' 1/4" No. 1 Com.	10,000' 12/4" Com. & Btr.
300,000' 4/4" No. 2 Com.	OAK
100,000' 4/4" No. 3 Com.	(80% Red)
25,000' 8/4" Dog Boards	15,000' 5/4" FAS
PLAIN RED GUM	40,000' 10/4" FAS
60,000' 4/4" FAS	110,000' 10/4" No. 1 Com.
325,000' 4/4" No. 1 Com.	25,000' 10/4" No. 2 Com.
QUARTERED RED GUM	10,000' 12/4" FAS
20,000' 4/4" FAS	30,000' 12/4" No. 1 Com.
15,000' 4/4" No. 1 Com.	COTTONWOOD
TUPELO GUM	15,000' 4/4" Box Boards, 13-17"
20,000' 4/4" FAS	75,000' 4/4" Box Boards, 8-12"
20,000' 4/4" No. 1 Com.	ELM
GUM	30,000' 8/4" Log Run
200,000' 4/4" Box Boards	40,000' 12/4" Log Run

BROWN LAND & LUMBER CO.

SAP GUM	SAP, NO DEFECT
100,000' FAS, 4/4"	100,000' No. 1 Com. & Btr., 8/4".
50,000' FAS, 5/4"	COTTONWOOD
70,000' FAS, 6/4"	110,000' No. 1 & Panel, 4/4-18" up.
PLAIN RED GUM	CYPRESS
150,000' FAS, 4/4"	40,000' FAS, 8/4"
10,000' FAS, 5/4"	20,000' Selects, 4/4"
10,000' FAS, 6/4"	40,000' Selects, 5/4"
200,000' No. 1 Com., 4/4"	40,000' Selects, 6/4"
65,000' No. 1 Com., 5/4"	40,000' Selects, 8/4"
20,000' No. 1 Com., 6/4"	30,000' Shop & Btr., 10/4"
QUARTERED RED GUM	70,000' Shop & Btr., 12/4"
60,000' No. 1 Com. & Btr., 4/4"	60,000' No. 1 Shop, 4/4"
80,000' No. 1 Com. & Btr., 5/4"	70,000' No. 1 Shop, 5/4"
60,000' No. 1 Com. & Btr., 6/4"	50,000' No. 1 Shop, 6/4"
25,000' FAS, 8/4"	25,000' No. 1 Shop, 8/4"
50,000' No. 1 Com., 8/4"	27,000' No. 1 Shop, 12/4"
	200,000' Pecky, 4/4"
	22,000' Pecky, 5/4"
	20,000' Pecky, 6/4"
	23,000' Pecky, 8/4"

ANDERSON-TULLY CO.

MEMPHIS

ASH
30,000' 5/4" No. 1 Com.

ELM
60,000' 6/4" No. 2 Com. & Btr.
50,000' 10/4" No. 1 Com. & Btr.
75,000' 12/4" No. 1 Com. & Btr.

PLAIN RED GUM
200,000' 4/4" FAS
300,000' 4/4" No. 1 Com.
30,000' 5/4" FAS
80,000' 5/4" No. 1 Com.
60,000' 6/4" FAS
90,000' 6/4" No. 1 Com.

QUARTERED RED GUM
140,000' 4/4" No. 1 Com.

SAP GUM
100,000' 5/8" FAS
200,000' 5/8" No. 1 Com.
25,000' 5/8" No. 2 Com.
125,000' 4/4" Box Boards, 13-17"
175,000' 4/4" Box Boards, 9-12"
50,000' 4/4" FAS, 13" up
100,000' 4/4" FAS, 13-17"
175,000' 4/4" FAS, 6-12"
300,000' 4/4" No. 1 Com.
300,000' 4/4" No. 2 Com.
90,000' 4/4" No. 3 Com.

Above Stock Is of Regular Widths and Lengths

Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

ASH
75,000' Com. & Bet., 4/4"
200,000' No. 2 Com., 4/4"
150,000' Com. & Bet., 8/4"
30,000' No. 1 Com., 12/4"

ELM
100,000' No. 2 & 3, 4/4"
20,000' Log Run, 6/4"
50,000' Log Run, 12/4"

CYPRESS
70,000' Log Run, 4/4"
21,000' Log Run, 6/4"
17,000' Log Run, 8/4"

SAP GUM
25,000' FAS, 4/4"

BOX BOARDS
31,000' 8-12", 4/4"
38,000' 13-18", 4/4"

SAP GUM
300,000' Com. & Bet., 5/4"
90,000' No. 2 & 3 Com., 5/4"
43,000' Com. & Bet., 6/4"

PLAIN RED GUM
300,000' Com. & Bet., 4/4"
65,000' Com. & Bet., 5/4"

QUARTERED RED GUM
41,000' No. 1 Com., 4/4"
15,000' Com. & Bet., 8/4"

MAPLE (Soft)
35,000' No. 2 & Bet., 12/4"

PLAIN RED OAK
45,000' Com. & Bet., 4/4"
70,000' No. 2 Com., 4/4"
70,000' Com. & Bet., 5/4"
200,000' Com. & Bet., 6/4"
21,000' Com. & Bet., 8/4"
16,000' Com. & Bet., 10/4"

SOUND WORMY
18,000' Com. & Bet., 4/4"

PLAIN WHITE OAK
40,000' Com. & Bet., 4/4"
45,000' No. 2 Com., 4/4"
22,000' No. 1 Com., 5/4"
125,000' Com. & Bet., 6/4"

PENROD-JURDEN COMPANY

RED OAK
200,000' 5/4" Com. & Btr.
200,000' 6/4" Com. & Btr.
185,000' 8/4" Com. & Btr.
12,000' 10/4" Com. & Btr.
115,000' 11/4" Com. & Btr.
122,000' 12/3" Com. & Btr.
23,000' 15/4" Com. & Btr.

WHITE OAK
12,000' 6/4" Com. & Btr.
13,000' 8/4" Com. & Btr.
7,500' 11/4" Com. & Btr.
25,000' 11/4" Com. & Btr.
18,000' 12/3" Com. & Btr.
21,000' 15/4" Com. & Btr.

QUARTERED WHITE OAK
12,000' 4/4" No. 2 Com.
11,000' 6/4" No. 2 Com.
20,000' 8/4" No. 2 Com.
35,000' 4/4" Common
45,000' 5/4" Common

85,000' 6/4" Common
12,000' 8/4" Common

ASH
45,000' 12/4" Com. & Btr.
6,000' 16/4" Com. & Btr.
12,000' 7/4" Common
37,000' 6/4" Common
11,000' 8/4" Common

SAP GUM
265,000' 5/4" Com. & Btr.
180,000' 8/4" Com. & Btr.

PLAIN RED GUM
180,000' 4/4" Com. & Btr.
100,000' 5/4" Com. & Btr.
200,000' 6/4" Com. & Btr.

QUARTERED RED GUM
115,000' 6/4" Com. & Btr.
30,000' 8/4" Com. & Btr.

COTTONWOOD
60,000' 4/4" No. 2 Com.
15,000' 4/4" Box Boards, 9-12"

GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.

RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum
2 cars 6/4" Com. & Bet. Plain Red Gum
4 cars 8/4" Com. & Bet. Qtd. Red Gum
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

Tustin Hardwood Lumber Co.

Formerly

THE JOHNSON-TUSTIN LUMBER CO.

Dry

SAP GUM
150,000' 1s & 2s 5/4"
200,000' No. 1 Com. 5/4"
150,000' No. 1 Com. & B. 8/4"

RED GUM
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 5/4"
50,000' 1s & 2s 8/4"
50,000' No. 1 Com. 8/4"

WILLOW
100,000' 1s & 2s 4/4"
50,000' No. 1 Com. 5/4"

ASH
100,000' No. 1 Com. 4/4"
15,000' 1s & 2s, 2x12" & up
30,000' 1s & 2s, 3x12" & up
30,000' 1s & 2s, 2 1/4"

35,000' No. 2 Com. 5/4"
PLAIN RED OAK
50,000' No. 1 Com. 5/4"

PLAIN OAK
40,000' No. 1 C. & B. 16/4". green

COTTONWOOD
200,000' No. 1 Com. 5/4"
100,000' 1s & 2s 5/4"
100,000' No. 1 Com. 6/4"
30,000' Box Bds., 1x9" to 13"

CYPRESS
40,000' 1s & 2s 3"
100,000' No. 1 Shop 5/4"
50,000' No. 1 Shop 4/4"
30,000' Select 5/4"
50,000' Select 4/4"

E. SONDHEIMER CO.

PLAIN WHITE OAK
200,000' 1/4" No. 2 Com.
100,000' 4/4" No. 2 Com.

PLAIN RED OAK
50,000' 4/4" FAS
50,000' 4/4" Selects
100,000' 4/4" No. 1 Com.

OAK
100,000' 4/4" Sound Wormy

PLAIN RED GUM
50,000' 4/4" FAS
100,000' 5/8" No. 1 Com.
100,000' 4/4" No. 1 Com.
50,000' 5/4" No. 1 Com.

50,000' 6/4" No. 1 Com.
15,000' 8/4" No. 1 Com.

QUARTERED RED GUM
50,000' 8/4" FAS
75,000' 4/4" No. 1 Com.
5,000' 6/4" No. 1 Com.

SAP GUM
100,000' 4/4" FAS
15,000' 8/4" FAS
50,000' 4/4" Box Boards, 13-17"
200,000' 4/4" No. 1 Com.
200,000' 4/4" No. 2 Com.

CYPRESS
40,000' 4/4" Selects
40,000' 4/4" Shop

RUSSE & BURGESS, Inc.

QUARTERED RED GUM
50,000' 4/4" FAS
110,000' 4/4" No. 1 Com.
75,000' 5/4" FAS
120,000' 5/4" No. 1 Com.
40,000' 6/4" FAS
115,000' 6/4" No. 1 Com.
50,000' 8/4" FAS
35,000' 8/4" No. 1 Com.
20,000' 10/4" FAS
4,000' 10/4" No. 1 Com.
9,000' 12/4" FAS

150,000' 5/4" No. 1 Com.
33,000' 8/4" FAS
65,000' 6/4" No. 1 Com.
21,000' 8/4" No. 1 Com.

PLAIN SAP GUM

40,000' 4/4" FAS, wide
120,000' 4/4" No. 2 Com.
50,000' 4/4" Box Boards, narrow, 9-12"
85,000' 5/4" FAS, wide
115,000' 5/4" No. 1 Com.
127,000' 5/4" No. 2 Com.
150,000' 6/4" No. 1 Com.
200,000' 8/4" No. 2 Com.
103,000' 8/4" No. 1 Com.
30,000' 8/4" No. 2 Com.
81,890' 8/4" Dog Boards

PLAIN RED GUM
73,000' 4/4" FAS
57,000' 4/4" No. 1 Com.
60,000' 5/4" FAS

BELLGRADE LUMBER CO.

SAP GUM
50,000' 4/4" FAS
150,000' 5/4" FAS
50,000' 4/4" Box Bds., 13-17"
150,000' 4/4" No. 1 Com.
200,000' 5/4" No. 1 Com.
30,000' 6/4" No. 1 Com.
5,000' 8/4" No. 1 Com.
50,000' 4/4" No. 2 Com.
100,000' 5/4" No. 2 Com.
15,000' 6/4" No. 2 Com.
20,000' 8/4" No. 2 Com.
45,000' 6/4" & 8/4" Dog Bds.

QUARTERED RED GUM

75,000' 5/4" Com. & Btr.

RED OAK
30,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.

PLAIN WHITE OAK
12,000' 4/4" FAS
60,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.

QUARTERED WHITE OAK
7,000' 4/4" Log Run

ELM
24,000' 4/4" Log Run
30,000' 8/4" Log Run

CYPRESS
30,000' 4/4" Log Run
30,000' 8/4" Log Run

BLACK GUM
11,000' 4/4" Log Run

Above Stock is of Regular Widths and Lengths and all Air Dried

KELLOGG LUMBER COMPANY

BANK OF COMMERCE BUILDING



Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

SOFT ELM	
75,000'	4 1/2" Log Run
35,000'	6 1/4" Log Run
12,000'	8 1/4" Log Run
15,000'	12 1/4" Log Run
PLAIN RED GUM	
12,000'	4 1/4" FAS, 10' & 12'
15,000'	4 1/4" FAS
18,000'	6 1/4" FAS
50,000'	4 1/4" No. 1 Com.
37,000'	6 1/4" No. 1 Com.
QUARTERED RED GUM	
20,000'	8 1/4" FAS
20,000'	8 1/4" No. 1 Com.
QUARTERED SAP GUM	
30,000'	8 1/4" Com. & Btr.
SAP GUM	
40,000'	4 1/4" Box Boards, 13-17"
12,000'	4 1/4" Box Boards, 8-12"
50,000'	4 1/4" No. 1 Com.
15,000'	4 1/4" No. 2 Com.
5,000'	6 1/4" No. 2 Com.

GUM, ELM, HACKBERRY	
15,000'	6 1/4" No. 3 Com.
GUM	
13,000'	4 1/4", 5 1/4", 6 1/4" No. 3 Com.
COTTONWOOD	
2,000'	4 1/4" No. 3 Com.
30,000'	8 1/4" FAS
	Small per cent No. 1 Com.
16,000'	12 1/4" FAS
	Small per cent No. 1 Com.
9,000'	16 1/4" FAS
	Small per cent No. 1 Com.
20,000'	4 1/4" Panel & No. 1, 18" up
100,000'	4 1/4" Nos. 1 & 2 Com.
	75 per cent No. 1 Com.
SYCAMORE	
5,000'	4 1/4" Log Run
2,000'	5 1/4" Log Run
9,000'	10 1/4" Log Run

GEO. C. EHEMANN & CO.

In addition to Regular Stock of Ash Lumber we have the following Bone Dry Stock upon which we will quote especially attractive prices on request:

ASH	
1 Car 8/4 FAS & Select Ash, medium texture	1 Car 8 1/2x3" & up, 1 face Clear
1 Car 8/4 FAS, regular widths and lengths	Ash, 4" to 7"
2 Cars 8 1/4x10" & 11", FAS & Selects	1 Car 12 1/2x3" & up, 1 face Clear
1 Car 8 1/4x12" & up, FAS & Selects, all 8" to 10"	Ash, 4" to 7"
1 Car 10/4 FAS and Select Ash, medium texture	2 Cars 6/4 No. 1 Com. Ash, regular lengths and widths
1 Car 12/4 FAS and Select Ash, medium texture	6 Cars 8/4 No. 1 Com. Ash, regular lengths and widths
1 Car 5/4x3 to 5 1/2", 1 Face Clear Ash Strips	1 Car 10/4 No. 1 Com. Ash, regular lengths and widths
	1 Car 6/4 No. 2 Com. Ash, regular lengths and widths
	1 Car 8/4 No. 2 Com. Ash, regular lengths and widths
	1 Car 5/4 Sound Wormy

Thompson-Katz Lumber Co.

QTD. WHITE OAK	
153M'	4 1/4" FAS
20M'	4 1/4" No. 1 Com.
12M'	4 1/4" No. 2 Com.
8M'	8 1/4" FAS
8M'	8 1/4" No. 1 Com.
PLAIN WHITE OAK	
19M'	4 1/4" FAS
40M'	4 1/4" No. 1 Com.
13M'	4 1/4" No. 2 Com.
30M'	4 1/4" S. Wormy
80M'	4 1/4" No. 3 Com.
25M'	5 1/4" No. 1 Com.
6M'	5 1/4" No. 2 Com.
9M'	6 1/4" No. 1 Com.
12M'	6 1/4" No. 2 Com.
30M'	6 1/4" No. 3 Com.
20M'	6 1/4" S. Wormy
30M'	8 1/4" FAS
20M'	8 1/4" No. 1 Com.
PLAIN RED OAK	
42M'	4 1/4" FAS
80M'	4 1/4" No. 1 Com.
40M' 4 1/4" No. 2 Com.	
40M'	4 1/4" No. 2 Com.
50M'	4 1/4" No. 3 Com.
18M'	6 1/4" FAS
50M'	6 1/4" No. 1 Com.
QTD. RED GUM	
40M'	8 1/4" FAS
60M'	8 1/4" No. 1 Com.
MISCELLANEOUS	
15M'	4 1/4" Wide Cottonwood Box Boards
20M'	4 1/4" Narrow Cottonwood Box Boards
6M'	6 1/4" L. R. Soft Maple
6M'	4 1/4" L. R. Soft Maple
130M'	6 1/4" Com. & Btr. Elm
60M'	6 1/4" No. 2 & 3 Com. Elm
50M'	8 1/4" L. R. Pecan

BROWN & HACKNEY, Inc.

ASH	
12,000'	5 1/4" Nos. 1 & 2 Com.
12,000'	6 1/4" No. 1 Com.
10,000'	8 1/4" No. 2 Com.
SAP GUM	
35,000'	1x13-17" Box Boards
15,000'	1x8-12" Box Boards
6,000'	2" No. 1 Com.
3,000'	1 1/2" Dog Boards
12,000'	2" Dog Boards
QUARTERED RED GUM	
28,000'	2" FAS
13,000'	2" No. 1 Com.
POPLAR	
15,000'	4" FAS, Sap No Defect
27,000'	1 1/4" Nos. 1 & 2 Com.
4,000'	4" No. 1 Com.
47,000'	1" No. 2 Com.
10,000'	1 1/2" No. 2 Com.
30,000'	2" No. 2 Com.
PLAIN OAK	
75,000'	1" No. 2 Com. & Btr.
90,000'	1 1/4" No. 2 Com. & Btr.
85,000'	1 1/2" No. 2 Com. & Btr.
65,000'	2" No. 2 Com. & Btr.
110,000'	2 1/2" No. 2 Com. & Btr.
50,000'	3" No. 1 Com. & Btr.
30,000'	4" No. 1 Com. & Btr.
QUARTERED WHITE OAK	
15,000'	1" No. 1 Com.
24,000'	1 1/2" No. 1 Com.
12,000'	2" No. 1 Com.
14,000'	1" No. 2 Com.
8,000'	1 1/4" No. 2 Com.
8,000'	1 1/2" No. 2 Com.
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1 car 5/4" No. 1 Com.	1 car 6/4" No. 3 Com.
3 cars 6/4" No. 1 Com.	10 cars 6 1/4" No. 3 Com.
QUARTERED SAP GUM	
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20,000' 12/4" FAS
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35,000' 8/4" Shop & Bet.
12,500' 12/4" Sel. & Bet.
ELM
25,000' 5/4" Log Run
25,000' 12/4" Log Run
30,000' 6/4" Com. & Bet.
7,000' 16/4" Com. & Bet.
PLAIN RED GUM
60,000' 4/4" Com. & Bet.
52,000' 5/4" Com. & Bet.
27,000' 6/4" Com. & Bet.
QUARTERED RED GUM
12,500' 4/4" Com. & Bet.
30,000' 8/4" Com. & Bet.

QUARTERED SAP GUM
25,000' 8/4" Com. & Bet.
PLAIN SAP GUM
250,000' 4/4" Log Run
335,000' 5/4" Log Run
150,000' 6/4" Log Run
PLAIN WHITE OAK
25,000' 4/4" FAS
4,000' 8/4" FAS
50,000' 4/4" No. 1 Com.
10,000' 8/4" No. 1 Com.
PLAIN RED OAK
28,000' 5/4" FAS
11,000' 8/4" FAS
100,000' 4/4" No. 1 Com.
25,000' 6/4" No. 1 Com.
18,000' 8/4" No. 1 Com.
POPLAR
10,000' 4/4" Saps & Bet.
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1 car 4/4 Maple—No. 2 Com. & Btr.
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Plain White and Red Oak

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Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions	17
An Enormous Junk Pile	18
The Cross Tie Situation	18

SPECIAL ARTICLES:

Important Announcements from Washington	19-21
Hardwoods Increasing in Favor	21
New Reconstruction Plan Being Worked Out	22b
Letters from a Panel Boss	23
Record Veneer Panels	24
Invention of Rotary Veneer	24
Veneer Company Will Build New Plant	24
Strength of Commercial Glues	24
English Brown Oak Panels	26
Limiting Size of Panels	26
War Woods for Peace Purposes	26
Broad View of Economic Trend	30a
Termination of British Lumber Control	30a

CLUBS AND ASSOCIATIONS:

National Wholesalers' Annual	22-22b
Miscellaneous	30b-31

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Hardwood Record

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Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Woodworking Machinery, on the 10th and 25th of each Month, by

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Review and Outlook

General Market Conditions

HARDWOOD BUYING IS IMPROVING in spite of the fact that there is still a good deal of price pressure being brought to bear by astute buyers who are getting sufficient results to represent a serious indictment of the business judgment and backbone of those who have lumber for sale. That excessive price dickering is not necessitated by conditions is proven by the fact that some of the most notable sales of late have been made by firms having national reputation for knowing the value of their goods and getting that value out of them. Seemingly the high peak of hardwood prices as represented by a composite figure of all prices was reached in December, and according to the reckonings of financial authorities, the composite price for March 1, three months later, was only two dollars below the high war peak. This is a distinctly strong sign as in reckoning the composite price the many excessive figures on special items in hardwoods reached during the war brought up the high peak of war average composite price on the regular run of commercial items. On March 1 the composite figure, \$58.60, representing hardwood values of that date, undoubtedly is as strong as, if not a little stronger than, would have been the composite price of the same items of normal commercial consumption maintained during the war period.

It is a matter of established record that the range of hardwood lumber prices from 1913 to the present date shows an increase of only between twenty and twenty-five per cent, whereas the cost of manufacturing during the same period has gone well over 100 per cent increase. There is no hope of materially lessened cost, and this fact seemingly is being recognized by government officials in the lumber conferences at Washington. The lumbermen there have put up a straightforward statement of their position backed by the same figures of cost used in making income tax reports, and today it seems to be the disposition of the government to accept the statements and make recommendations for stabilizing hardwood prices based on the present level or even on a higher level.

Even without the stimulation of government support to this end, the economic laws governing will very likely work out to that conclusion anyway. It cannot be otherwise with such a radical curtailment of supply and with production cost sustained at such a tremendous increase. It can be stated without qualification that lumber sold at lower prices today is sold without profit and even at a loss. This fact may not be recognized by those selling or in some cases it may be recognized and the sacrifice made because of necessity for turning a certain proportion of goods into cash. Broadly

speaking, lumber sold to the consuming trade today at radically cut prices is either showing up in the red on the manufacturer's books or if it is sold by the wholesaler it represents a decision to turn over a good buy quickly at a small profit rather than hold it to get out all he might be entitled to.

In spite of all the talk about building stagnation, which certainly exists, the fact remains that from month to month there is shown an increasing acceleration in applications for building permits. Thus the progress made in February shows an increase over the progress made in January so far as the national building situation goes.

HARDWOOD RECORD has argued repeatedly that it will be impossible for the present demand for housing to continue without someone concluding that it is good business to help supply that demand. In opposition to arguments to tying up such big investments as is required by present building costs, it is a known fact that the actual percentage of returns today is greater than it has been in previous years when building costs were a great deal less. With excessive demand and with a more independent attitude by landlords permitting them to eliminate concessions, free rent privileges and similar expensive practices, and with 100 per cent return in rentals on every building in almost every part of the country, the landlord is getting a more consistent income than his actual percentage of returns figured on past cost of construction and maintenance. The tendency in rents today is upward and undoubtedly will be so for the next year and maybe for the next two years.

All the above refers to private building enterprises, and it must be kept in mind that this phase of building is distinct from government and municipal building. The former is dependent entirely upon the initiative of the people at large for its progress, whereas the latter development is dependent strictly upon legislation. The only reason that the government building has not been given a vast impetus is because the machinery necessary to get this work well under way is too ponderous to have been organized in time. With the return of the government to the consideration of national problems, it is quite likely that the demand for immediate start of government building work on a big scale will be so insistent that proper steps to this end will come immediately. Here then will be a vast field for the consumption of building materials and undoubtedly the active beginning of government projects will have a stimulating effect upon private building projects, and so not only add its direct total to the volume, but indirectly increase the total of building work in the private field. Already many large private enterprises are in the process of being launched. Hotels, depots,

office buildings and similar structures are to be started in many large cities in the near future. Unquestionably the marked reduction in steel prices will greatly increase this tendency, and if the conferences at Washington work out to a real stabilizing of prices as it is anticipated they will, the main cause for hesitancy and uncertainty as to immediate future values of building materials will have been removed.

In other lines of hardwood consumption the artificial stimulation of values which has held in building materials is not so apparent and the matter still rests on the basis of economic laws. In this connection the supply end in the balance is decreasing in hardwoods and the demand end is increasing, a combination that surely does not give much promise for lower prices. In all the normal fields of commercial wood products manufactured, this relationship is continuing and the call today is very much better than it was a month ago.

To boil down the situation it is just this: There is a cycle between producing cost and high cost of living, producing cost being maintained primarily by high wages. The barrier in the way of reconstruction processes has been that neither side was willing to concede that he should be the one to start prices downward. At the same time it is apparent that either labor or employers must make the initial sacrifice, for one or the other must make a sacrifice in order to start the wheel revolving in the opposite direction to what it has been going under war stimulation. It is conceded by employers that labor cannot be expected to bear the burden of initial loss. Therefore it is apparent that employers must take the initiative and shoulder what burden may result through arbitrarily reducing the price of commodities and goods which are responsible for the present high level of living cost. When this has been accomplished to a degree sufficient to favorably affect the cost of living, then will come the time when the employes must respond with a reduced scale, though one at a level sufficiently high as to enable them to maintain present advanced living standards that have been attained during the war.

With the cycle of development thus started, it will be maintained automatically. Thus it is apparent that those producing groups whose cost price has risen much more rapidly in proportion than selling cost must make their positions clear before the country at large so that present valuations on goods may be accepted as stable. Producing groups whose selling price has been stimulated by war production much more rapidly than cost price, must give a similar clarification of their condition with proper readjustment of selling price so that the public may get goods for their real value and have an assured basis to work upon.

In the list of sixty-two standard commodities in daily use in vast quantities, the cost at this date as compared to the same date in 1913, shows a percentage of increase running from ten or eleven per cent up to 200 or 300 per cent. It can be assumed that in a general way the increased cost of producing these various items is governed by the same factors; thus the percentage of increase in the cost of producing should be fairly uniform through the entire list. It is evident, therefore, that increase in price is not necessarily in direct relationship to the increase in cost of production. The conclusion is that many items of vast importance in domestic and foreign demand can and should be decreased in price without actual loss to the producers whereas in many other cases excessive increase in cost of production has been solely responsible for increase in selling price and the latter cannot justifiably be decreased until the cost is decreased.

The present conferences on prices being carried on at Washington are far more important in their relationship to industry than anything which has transpired since the beginning of war organization. The results obtained so far have been encouraging and it is to be hoped that the work will be speeded up so that the country at large may within a very short time arrive at a basis for figuring costs of commodities that is stable and certain and which will give a definite guarantee of prices as low as actual supply and demand will permit.

An Enormous Junk Pile

OFFICIAL ANNOUNCEMENT has been made that the government intends to abandon the gun factory on Neville island in the Ohio river below Pittsburgh. The building will be torn down and the land turned back to its original owners, thus completing one more chapter in the history of the spoils of war. That gun plant was designed to cost \$150,000,000. Buildings were to cover between 700 and 800 acres, and some of the heaviest machinery in the world was to be part of the equipment. Guns were to be manufactured that would weigh 510,000 pounds each, much larger than any gun used in the late war. The working force at the plant was expected to be 20,000 men.

The project was formed as part of our war plans. It was known that two or three years must pass before the factory could be in working order; but in case the war should continue that long, it was the intention to have something ready that would be worth while. The whole scheme has now been abandoned, and what has been spent on the works will be a total loss, except what may be salvaged from the wrecking of the buildings. Large as that loss must be, it is moderate when compared to the loss due to airplane schemes which fell short of expectation. Perhaps the smallest loss, of all the big losses due to unused war material, is chargeable against lumber, because what lumber was left over when the armistice was signed was salable at its real value, and markets were everywhere. But eighteen-inch guns and the buildings and machinery for making them are not easily sold.

The Crosstie Situation

DISCUSSION OF THE CROSSTIE SITUATION is active at present. Wholesale operators are dissatisfied with the method of buying that is followed by the railroad administration. The part of the policy of purchase which is causing most complaint is the order that ties shall be purchased as near as possible to the right of way of the particular road making the purchase. On the face of it, that looks like a good plan, because it does away with long hauls; but it so happens that crossties are produced in much larger numbers in some parts of the country than in others, and some railroads which use many cannot buy them near their own lines at an advantageous price.

Wholesalers complain that their business has been hurt or ruined, because heretofore it had been their function to bring ties together, know just where they could lay their hands on them, and be prepared to sell them to any road that needed them; but under the new policy, the buyers go directly to the producers in the vicinity where the ties are needed, and buy there.

The situation does not seem to be very clear except in one point, namely, that the wholesale dealers in ties have been knocked out of the business which they were formerly able to do.

Information is not clear as to whether railroads are getting all the ties they need at satisfactory prices, and whether the individual tie makers can sell their product at satisfactory prices. If the railroads want more than they are getting, the inference is that they need the help of wholesalers in locating additional supplies; and if the ties are costing too much, and the public will be called upon to pay the difference, some change of method would seem advisable. But it does not appear that the railroad administration is making any complaint, though, according to report, ties are about to be shipped by water from the Pacific to the Atlantic coast.

It is no secret that the government's management of the railroads is receiving a lot of criticism, and the gist of the most frequent complaints is that the business, under government management, is not being carried on so economically nor so efficiently as it would be by the owners. Too many experiments are being tried in order to test some man's theory, and when the experiment works out badly, the public pays the bill. Possibly, tie buying is one of the theories being tried out.

The pedagogues who used to teach country schools made ink of a concoction of chestnut bark, water, and nails.

Important Announcements from Washington

By H. C. Hallam

The problem of the price of lumber is the subject of important conferences in Washington these days. On March 19, a number of lumbermen, representing all branches of the trade, assembled at the Shoreham hotel at the request of President Kirby of the National Lumber Manufacturers' Association, who himself acted at the suggestion of the Industrial Board of the Department of Commerce, which W. M. Ritter, the well known hardwood lumberman, is credited with having originated and of which he is a member.

M. W. Stark and F. R. Gadd were present representing certain hardwood interests. Others attending the conference besides Mr. Kirby included members of the war service committees that represented the industry during the period of hostilities; Dr. Wilson Compton, secretary of the National Lumber Manufacturers' Association; C. H. Bowen, secretary of the National Retail Lumber Dealers' Association; George Ward; Mr. Chestnut, a Philadelphia yellow pine man; Gen. L. C. Boyle, counsel for lumber interests; J. W. Mayhew of Mr. Ritter's office, and others.

Leaders in the conference were strong for the Ritter plan for the government and the industry to get together in an effort to stabilize the price of lumber. Later conferences were scheduled between representatives of the industry and the Industrial Board.

Mr. Stark had at the conference data showing costs in the hardwood lumber business. Other lumbermen had interesting information. Some of this will be presented to the government for consideration by its board.

Prominent lumbermen say that the average cost of producing lumber is around \$30 per 1,000 feet and that the price cannot be materially reduced until costs are reduced. There is no intention to bring about a wholesale reduction in wages, it was said, as it is realized that the cost of living is high and that the prosperity of the country depends upon well paid labor. On the other hand, the lumbermen themselves want to make a living.

If they can make a showing to the government, through the Industrial Board, that lumber costs are high and that prices cannot be substantially reduced, and if the board would make announcement to that effect it is felt that the result would be beneficial to the trade, which might expect increased consumption under such circumstances. An increase of building operations would be hoped for and expected, especially if the Industrial Board should indicate that prices of steel, hardware and some other building materials are excessive.

The feeling among lumbermen is not unanimous. Some retailers say they do not think that prices can be reduced or that buying and building is interfered with by high prices. They say further that if the government will keep hands off and if agitation of the subject is stopped, things will quickly adjust themselves. Some of the lumbermen attending the conferences even said that lumber prices will advance.

Discussing Prices

It was made clear by conferees that there is no intention on the part of the government to fix prices. There is said to be no power to do this and no desire to do it. The idea is to consider the situation and dispose of it if possible along co-operative lines for the mutual benefit of the government, the lumber industry, and the country as a whole. It was stated that prices of steel have entered upon a downward tendency. However, it was predicted that any change in lumber prices will be up instead of down, and reasons for that prediction were offered as follows:

- Low stocks held by retail yards throughout the United States.
- Curtailed production of mills during the last few years.
- Recent restricted building operations.

Possible increase in foreign trade.

Decreased ocean freights; these having already been reduced 66 2/3 per cent.

Decreased supply of available timber and its distance from markets.

Large amount of capital and uninvested money which may be made available for investment builders under proper financial direction.

Conscious effort on the part of wealthy operators to maintain a price level that will enable them to secure an equitable profit.

Announced policy of the West Coast Lumbermen's Association and other large lumber associations of maintaining wages at their present level as long as the high cost of commodities continues.

Unfilled orders actually held by mills.

Small probability of decrease in western freight rates which will enable western woods to compete extensively with wood from other sections.

Lack of intelligent reforestation by the government.

Lumber for the erection of school buildings will cost about five cents per capita per year.

Results of Conferences

After an all-day conference March 22 between the Industrial Board of the Department of Commerce and a committee representing the lumber industry, no conclusions were arrived at and no definite action taken. The conference adjourned at six o'clock with the intention of resuming Monday. There was a general discussion of the situation as regards the cost of production, prices, etc.

It was suggested that the government should find lumber prices are reasonable and should say so publicly. However, the board did not feel itself in a position to take such action in the absence of complete information. It is understood that the lumbermen did not indicate any willingness to reduce prices, although certain persons in close touch with the board expressed the belief that there would be some reductions brought about.

W. M. Ritter, hardwood lumberman member of the board, is absent from Washington. He feels that owing to his interest in the business, he did not want to be present while it was being handled, or to appear to influence the decision. Chairman Peek of the board was also out of town. S. P. Bush acted as chairman of the board. J. H. Kirby, president of the National Lumber Manufacturers' Association and chairman of the committee of representative lumbermen, led in the presentation of the case of the industry.

The industrial board found the problem one of unusual complexity, owing to the large number of operating units, the very large area over which they are scattered, the lack of organization and other peculiar conditions, not to mention the very nature of the problem.

This was indicated in a statement by Mr. Bush, which was given out by official authority of the board, as follows:

At a conference held today between the Industrial Board of the Department of Commerce and certain representatives of the lumber industry, S. P. Bush, who acted as chairman in the absence of George N. Peek, stated that in view of the fact that there was not at the conference a representation that was authorized to speak for more than fragments of the lumber industry, and in view of the complexity of the problem presented otherwise, sufficient data was not available which could be used as a basis for any action by the board. Representatives of the industry present submitted certain data concerning their present costs and selling prices to which the board will give consideration, but it is desired that some satisfactory basis fair to all may be found upon which to consider prices as a whole.

After the conference the lumbermen held a private meeting at which the situation was gone over again, with a view to meeting the board Monday.

"Prices and costs are the same in the lumber industry," said Mr. Kirby. "There is no profit. Under the circumstances prices

can not be cut without loss to the industry. Milling cost figures were laid before the board, but we will furnish additional information. Our disposition is to be sympathetic with the board's policy of bringing about resumption of the country's business as soon as possible, but I do not see how we can reduce prices."

It is the lumbermen's job to educate the government to take this view of the situation. Chairman Peek has intimated that there is no apparent obstacle to an understanding with the lumbermen, and that he is sure they will be no less willing than were the steel men toward removing obstacles to industrial development.

M. W. Stark, who was reported to have data on the cost of hardwood production to present to the board, denied this, saying laughingly "There ain't no such animal." Stark attended the conference with F. R. Gadd as representative of the hardwood trade. Others present included Wilson Compton, secretary of the National Lumber Manufacturers' Association; A. L. Clark, president Southern Pine Association; M. B. Nelson, Long-Bell Lumber Company; J. E. Graves, Georgia-Florida Sawmill Association; Mr. Knapp, New York representative of California redwood interests; E. T. Allen, Portland, Ore.; G. L. Hume, North Carolina Pine Association; G. A. Townsend, Great Southern Lumber Company, and others.

A communication from Pacific coast lumber interests was presented by L. C. Boyle, saying that those interests have been selling their product at \$5 less than the cost of production in order to prevent unemployment.

"There seems to be every indication," says Secretary Bowen of the Retail Lumber Dealers' Association, that the present price of lumber will not be lowered and the fact that the war department has withdrawn from the manufacturers, with whom it contracted to handle government owned surplus lumber, about 160,000,000 feet of the 200,000,000 feet which it had to sell, reduces by just that much the lumber which the manufacturers can dispose of to the retailers either from their stock or from their mills, and there is still a shortage of labor at the mills."

It is reported in official circles and believed in lumber circles in Washington that large government orders for lumber and other materials needed in carrying out the naval building program and other construction operations are being held up pending the results of the conferences initiated by the industrial board. If prices are reduced it is intimated that government orders will increase.

One feature of the situation that is engaging attention is the question whether, in case the lumber trade agreed with the government to reduce prices, that would involve an action contrary to the anti-trust laws. It is presumed not, in view of the statement of the industrial board and the opinion of the attorney general in the case of the recent steel price reduction agreement, that no violation of the law is presented and that there will be no anti-trust prosecution.

Latest Developments Regarding Conference

(Special wire to HARDWOOD RECORD)

The Industrial Board's conference with the lumber industry committee expected to be held on March 24 has been postponed until later to enable the lumber committee to find out whether the whole industry will go with the committee in agreeing to possible slight lumber price reductions. The fir interests were not represented at the March 22 meeting or on the committee.

J. H. Kirby and other members of the committee have left town. It is said the committee will attempt to supply figures over the cost of production in each section of the industry, but that there is no intention of reducing prices. The committee will meet with the board again at an early date.

No one on the committee has authority to submit schedule or reduced prices for approval by the board except as individuals representing their own companies.

It is declared costs have increased even since the end of the fighting last November.

Lumbermen are doubtful about price agreements being legal and said trade associations would not stand for price fixing through

conspiracy. However, it is believed generally that the assurances given by the attorney general that reduced steel prices fixed by agreement between the board and the trade will not lead to prosecution, would be extended to a lumber price list made up under similar circumstances.

Retail lumbermen at Washington for the conference say lumber price reductions will make little difference in the cost of building but that price stabilization would tend to promote the revival of building.

Government people are disappointed that there was no spokesman for the lumber industry as a whole, and no basis at hand to effect adjustments between various sections of the industry, each of which has its own peculiar problems.

No Reduction in Freight Rates

Director General of Railroads Hines denies the recent report that freight rate reductions are contemplated by the railroad administration on lumber and other building materials.

Resumption of building on a considerable scale is indicated by reports received by the Department of Labor. Contracts let in February aggregated \$95,000,000 or only \$11,000,000 less than the February average for the last four years. The department officials also say that building costs are less than were estimated.

Adjustment of contracts for building wooden ships and relief from the situation created by the cancellation of contracts is sought by a number of wooden shipbuilders who have been in conference in Washington recently. They belong to the Emergency Wood Shipbuilders' Association and represent builders on the Atlantic and Gulf coasts. About thirty yards are affected by the cancellation of Ferris wood ship contracts by the shipping board, it is said. Orders for fifty or sixty such ships were canceled recently in addition to contracts for 100 or more that were canceled last year.

The shipping board is asked to meet the situation created by the recent stoppage of work on partly built vessels. Workmen have been discharged and it is rumored that the partly built hulls may be burned, or they may be converted into barges or schooners. The builders have asked immediate consideration of their plight and settlement on some satisfactory basis. It is understood that Chairman Hurley of the shipping board will announce a program for the shipping board, including a plan of adjusting canceled contracts, at a dinner in New York at an early date.

E. T. Allen, of Portland, Ore., is in Washington interested in the matter of obtaining employment for forestry and lumbermen troops as demobilized. He is co-operating with officials of the war and other departments who are working on the unemployment problem. Mr. Allen is also discussing the matter of the use of funds collected for the relief of lumbermen soldiers.

The War Department is to buy the sites of fifteen army camps and thirteen aviation and balloon fields at a cost of less than \$15,000,000, according to announcement by Acting Secretary of War Crowell. The government now owns fifteen other army camps and several flying fields. About \$310,000,000 has been expended on the camps and fields to be retained by the government, while construction work on twenty-seven camps to be abandoned cost about \$110,000,000. Fifteen aviation fields are also to be abandoned.

Surplus Stock Question

A committee composed of C. A. Goodman, Horace F. Taylor and R. M. Carrier is at work on the problem of disposing of surplus government stocks of hardwood lumber. The committee has been agreed upon to represent the hardwood industry. Mr. Taylor, who is president of the National Wholesale Lumber Dealers' Association, is chairman of the committee. The intention of the War Department is to work in conjunction with the committee in offering its hardwood stocks in such a way that the market for hardwood lumber will not be unduly disturbed. The government hardwood stocks are not large. They are partly walnut gunstock material and material for airplane propellers.

The British Ministry of Munitions has created an agency to dis-

pose of surplus government property. In this agency are seventeen sections dealing with lumber, timber, building material, huts, furniture, buildings, etc.

The ordnance department of the army has some thousands of box shooks to dispose of that are not now needed. It is reported that there is a surplus of some 100,000,000 feet of box lumber in the hands of government war contractors in different parts of the country, especially concerns that entered the box business only for war purposes. This material is reported to be of high grades.

The air service of the army is being reorganized or disorganized. Most of the flying fields are to be abandoned, according to report. The personnel of the service is being discharged. High officers are being transferred and demoted and it is reported that many army airplanes are to be placed in storage. At the same time Secretary of the Navy Daniels says that this country will lead all others in aeronautics, the postal air service is being expanded, and there are rumors of transcontinental air passenger service being started soon.

Brigadier General B. P. Disque, who had charge of the production of airplane lumber on the Pacific coast, has been honorably discharged from the army, by direction of the president.

There were slightly over 3,000 Liberty airplanes on the west front ready for service when the armistice was signed, according to report by Maj. R. J. Bates of Michigan, who commanded the principal American aviation camp in France.

March 31 there will be a meeting of artificial leg manufacturers in Washington to standardize artificial limbs. The suggested standard will displace the "victory" artificial leg which the government has been furnishing wounded soldiers.

Airplanes are taxable at 20 per cent under the tariff law as a "manufactured article," according to ruling of the customs department of the government, but if machines are imported by flying into the country and remain here for six months or less they are treated as on a tour and free of tariff duty.

Miscellaneous Matters

A. G. T. Moore, assistant secretary Southern Pine Association, has been in Washington looking into various matters of interest to the trade. He was advised that reports that the railroad administration will reduce freight rates on lumber and other building materials were incorrect. Mr. Moore looked into the situation as regards the possibility of legislation to provide farms for soldiers by developing cut-over and other waste lands. The prospect is that the bill will be reintroduced when the new congress meets and that other bills on the same subject will also be introduced.

The navy department bureau of supplies and accounts wants bids for furnishing 32,000 feet of white ash lumber to the Brooklyn navy yard, 290,000 feet white oak at the Washington navy yard, also miscellaneous lots of switch ties and white oak ties, white and yellow pine lumber, and 50,000 feet North Carolina pine.

Specifications are out for lumber, millwork, packing boxes, sawdust and building material, and furniture, bids for furnishing which are scheduled to be opened by the General Supply Committee April 21, for the benefit of government departments and other establishments in Washington and for certain portions of the field service of the government in other parts of the country. The stuff to be bought during the fiscal year beginning July 1 next is of a wide variety, the lumber, etc., being of many sizes, kinds and grades, but mostly in small lots for repair and comparatively minor purposes, although the aggregate is considerable. Thousands of pieces of furniture were bought by the government last year, but purchases are not expected to be so large next year, owing to the let-down of government business to a peace basis and the policy of the government of transferring used furniture and equipment from offices going out of business to those that need such articles.

Under a law enacted at the recent session of congress providing for hospitals for wounded and disabled soldiers, it is expected that the government will avail itself of the proposition of Edward Hines, the Chicago lumberman, that the government take over the Speedway Hospital which Hines has been building at his own expense, use it for a time for the soldiers, and turn it back to Hines,

who will then donate it to the city as a memorial to his son, Capt. Edward Hines, Jr., who died in France.

Col. H. S. Graves, United States Forester, advocated compulsory practice of forestry in a speech before the New England Forestry Congress, and urged that destructive methods of cutting injure the public and should be prohibited.

Five hundred men returning from military service may be unable to obtain their old employment in the Forest Service, owing to failure of the general deficiency appropriation bill in the last congress with its item of \$231,000 for general expenses of the Forest Service.

The Forest Service recommends that black and yellow locust trees and shortleaf pine be planted in gullies to check erosion; that timber be peeled in the spring for fence posts. Foresters say that fuel wood ought to be sold by weight because weight is the test of the fuel value of wood.

Secretary of Labor Wilson contemplates a speaking tour of the country in the interest of the campaign for increased building. Ten thousand members of the National Association of Real Estate Boards will assist the government in this work.

The War Department is to complete Camp Benning, Ga., at a cost of \$6,000,000 and maintain it.

Hardwoods Increasing in Favor

Ernest W. Tickle of the firm Tickle, Bell & Co., Liverpool, England, known dealers in hardwoods, is spending a few weeks in America and expects to sail for home from Boston on April 7. This is Mr. Tickle's first visit to this side of the Atlantic since the war began, and he is calling on his many friends here and arranging to get at once into active business, now that the principal war restrictions have been removed.

Mr. Tickle spent two days in Chicago, and from this city he went to lumber centers in Michigan and further east. He is confident that among the changed conditions growing out of the war, hardwood business will be most favorably affected. England is planning to build a million houses for the people who work, and in addition to that, there is a movement among the well to do people to leave their large residences in the congested parts of cities and move into the country or into the suburbs of cities where light, ground, and room are more abundant. The large buildings thus vacated in the cities will be converted into apartments and will house those who do not care to go into the suburbs.

These new constructions and remodelings will call for much lumber, and hardwoods are being favorably considered, particularly for floors. American oak, maple, birch, and beech stand a chance of receiving much more frequent calls than ever in the past. Most floors of moderately priced houses in England have been made of Norway spruce, the boards being about six inches wide. This wood is so soft and shrinks and swells so badly that it is almost indispensable that such floors be kept covered with carpet.

The cost of such a floor and the linoleum or other carpet to keep it covered is equal to the cost of a good hardwood floor, to begin with, while the expense of upkeep and renewals is much less for the hardwood floor, to say nothing of the advantage of the better sanitary condition.

The best and most economical hardwood flooring must come from America. It is relatively cheap at first cost, and its wearing qualities are so extraordinary that renewals and repairs will be far apart and few. It has been proved in large stores and other buildings in this country that a good maple floor will outwear one of marble similarly situated.

The British Isles have so little hardwood of their own that it cannot be considered as flooring. The home timbers of England and Scotland were so severely depleted during the war that new forests must, in many instances, be brought on from new plantings. Fortunately, America has plenty, which it will gladly share with those who need it; and hardwood flooring in particular, and interior house finish in general, should constitute the basis of a prosperous exchange of commodities between this country and Britain.



HORACE F. TAYLOR, BUFFALO,
PRESIDENT



J. W. MCCLURE, MEMPHIS,
VICE-PRESIDENT



HENRY CAPE, NEW YORK CITY,
TREASURER

Meeting of Wholesalers

The twenty-seventh annual meeting of the National Wholesale Lumber Dealers' Association was held March 19 and 20 at Philadelphia, Pa. Exhaustive reports were made by most of the officers and committees, outlining the work accomplished during the past year and discussing plans and prospects for the future.

President Horace F. Taylor in speaking of government control of industries declared that to many of our lumbermen the regulations adopted were actually ruthless. The policies were based on theories which had not been tried out in practice. Continuing he said:

When the agencies of government began at Washington to assume control, and to do so in a manner which was in general so farsighted and intelligent as to command the admiration of us all, and which taken as a whole, proved so tremendously effective in the results achieved, many policies were at the same time adopted which seemed to ignore the ordinary formulas worked out in the peace-time experience of industry. Some of these changes were undoubtedly sound. To take a charitable view of others, many were due to the hurried enlistment of an army of individuals placed in positions of great authority, but holding abstract or theoretical notions of business rather than the advantage of practical experience or technical knowledge of the work with which they had to deal. It is entirely fair to say that the national administration itself, in its highest representatives, endorsed and promulgated, and insisted upon methods for the conduct of business that were the product of theories too closely wedded to what was purely abstract, and devoid of the leavening effect of practical experience, without which the best of theories are always full of danger.

THEORY OF TRANSPORTATION

One such theory was that products of field and factory should route direct to the ultimate consumer, arbitrarily ignoring the necessary devices developed and approved under free operation of the law of supply and demand, by which the function of distribution is carried out in economical practice. There are certain slogans that have an immediate popular appeal, and official endorsement of this half-truth, that all middle men are parasites, became a golden text for our friends of academic mind, winning a clamorous support from the many who are quite willing to have their thinking done by others, to accept official approval as establishing fact, and to believe that orderly industrial processes, for instance, though sanctified by years of hard experience, can be discarded at will as unnecessary and out of date.

One of the earliest results in our lumber business was to put the wholesaler definitely under the ban. The trying position in which many of our members were placed appealed at once to the efforts of the National Wholesale Lumber Dealers' Association, that the interests of the wholesaler might be accorded the protection to which they were legitimately

entitled. Your careful consideration of the work undertaken and accomplished by this association is urged, and will, I am sure, be entirely convincing that no other organization, whatever its claims may be, has accomplished in fact greater results for the wholesale members of the trade. It would be impossible to recite at length, what has been accomplished by your officers and trustees and your many committees, without making this report inexcusably long. You have been advised by frequent bulletins of much of this work, but no display of cold type can express in any adequate way, the measure of individual and collective effort that has been expended.

PLAN OF BUSINESS MOBILIZATION

You are all familiar with the organization and the work of the lumber division of the War Industries Board. The responsible heads of that division were selected as qualified to bring to bear upon the nation's lumber needs, the broadest and most thorough intelligence and skill available. This plan for the mobilization of our industry was a superb one, and this is said without overlooking the universal frailty of human nature. The members of this division were charged with a responsibility whose weight is scarcely appreciated even by those who were brought into frequent contact with the work, much less by the larger number whose relations, if any, did not occasion their familiarity with the task in hand and its very complex ramifications.

Our army cantonments were built with lumber supplied as if by magic and in quantities unheard of. Lumber and timber for construction abroad, simply gigantic in extent, were supplied with dispatch. Material was furnished for wooden ships, for the uses of our navy, and for the tremendous requirements of our railroads whose upkeep and operation in connection with the prosecution of war took on an importance, of which most of us had not conceived.

In all this great process, our wholesale members as a class were permitted to take little or no part at all. Many of them were faced with business ruin, and many others not so seriously affected in a material way, felt that unnecessary ignominy was being imposed upon their respectable branch of the lumber trade as wholesalers. The lumber division, however, was charged with a task in which it achieved unquestioned success when viewed from the standpoint of a united national purpose, and now that the emergency has passed, and we are enjoying the calm of afterthought, I am sure we are all willing in spite of our individual hardships, to accord to the chiefs of the lumber division, our generous credit for what was accomplished in so masterful a manner.

FACING DIFFICULTIES

The officers of this association were put in a peculiarly difficult position, in that while they were most zealous in their desire that the association should be enabled to support the wholesaler in every proper way, their regard for the broad purposes of the authorities at Washington, impelled them to avoid too great hostility to the policies of these same authorities, who they were convinced were men of patriotic purpose, work-



F. R. BABCOCK, PITTSBURGH,
TRUSTEE



T. M. BROWN, LOUISVILLE,
TRUSTEE



C. A. GOODWIN, MARINETTE, WIS.,
TRUSTEE

ing with a complete knowledge of the lumber situation and, therefore, entitled by every consideration to universal support, rather than that they should be harassed by criticism arising from the hardship to which individuals or particular groups were unfortunately though unavoidably subjected.

So important in its interest to our members was the position of your association under these circumstances, that a report for the year necessarily has much to do with these relations of the wholesaler, and of this association in its effort for his protection, and to secure him in his legitimate opportunity to carry on business under the unusual government regulations in force. It has already been made clear that the radical action urged by some wholesalers could not be endorsed by the association as such. As was reported at our last annual meeting, an able committee representing this association had submitted to the director of lumber in the fall of 1917, a well considered plan by which wholesalers as a class, and offering adequate guarantees, might assist in supplying the government. This offer received a firm refusal upon the ground that the lumber director was estopped by higher authority from consenting to government purchases from any source save the manufacturer. The principle upon which this refusal was based seemed to be part and parcel of the policy adopted by the administration, and it must be admitted that it seemed to have also the personal support of the Director of Lumber for reasons which at the time seemed reasonably convincing.

The result of this particular decision and as well the careful considered attitude of discretion adopted by this association did not, however, satisfy some groups of wholesalers who felt it their duty still to protest. It is fair to say that a majority of those who were thus dissatisfied, had only a partial knowledge of the entire situation, including the membership composition of the National Wholesale Lumber Dealers' Association.

There were the soundest of reasons why this association could not at once take up the cudgels on behalf of the wholesaler alone in the hostile manner demanded by the more radical wholesale members. In the first place, their idea of campaign involved a tremendous expense which if it could have been met at all by this association, could not properly have been assessed upon its entire membership. This membership included many men who were familiar with the policies adopted at Washington and were convinced that they should not be assailed. It included, also, many manufacturers who could not be charged with any substantial part of the cost of a campaign of wholesalers alone. It included many members who were yard wholesalers not affected by the rulings. It included many strong Canadian members who obviously could not be brought into such an enterprise.

Perhaps beyond and above these considerations, your association included members experienced in association work who realized that nothing could be more dangerous to the life of an organization combining various interests than to use that organization to promote the ends of a particular section of its membership in a manner which might prove objectionable or hostile to the equally important interests of other classes of its members.

With a sincere desire, therefore, to get the broadest possible expression of the views of wholesalers, and without committing your association as an organization, your president saw fit to call an informal and general conference of wholesalers at Pittsburgh in April, 1918, which was attended not only by prominent members of this organization, but by many wholesalers who were non-members. The various aspects here set forth were fully discussed but without the result of reconciling all who

were present with the situation your officers had seemed compelled to maintain.

Following this Pittsburgh conference, a group of wholesalers of whom some of those at the conference formed a nucleus, resolved to go in force to Washington, and in what seemed to them good judgment, to demand from the lumber division what they believed to be their rights, at whatever cost in time and money, and in an openly expressed disregard for the policies enforced by the director of lumber in what he in turn believed to be the best interests in the national emergency.

WAR SERVICE COMMITTEE

At about the same time, and following a suggestion of the Chamber of Commerce of the United States, your association had appointed a war service committee to co-operate for national purposes with similar committees representing other industries. Our committee in pursuance of this general purpose held its first meeting in Philadelphia on May 7, and on the following day reconvened in Washington, and, as it happened, at the time set for the organization of what was to be known as the National Bureau of Wholesale Lumber Distributors. An exchange of views between the members of our committee and the new bureau made it evident that their plans had much in common, and with good judgment the conclusion was reached that to avoid duplication of effort, these special interests of the wholesaler which seemed to be menaced by the war policy of the government could best be left to the care of the new organization being formed with that end in view.

The new bureau, therefore, although having no organic connection with the National Wholesale Lumber Dealers' Association became by common consent, the agency through which the peculiar troubles of the wholesaler were to find expression, and through which wholesalers as a group hoped to secure proper recognition and relief in other ways, for we have always looked upon the bureau, within the purposes for which it was formed, as providing a very necessary service to the wholesaler. If indeed there has been any feeling that the association and the bureau were at cross purposes, that feeling can by no means have arisen from the attitude of the association.

It is quite apparent that the most valuable results achieved by the bureau have been in the exploitation and advertisement of the position of the wholesaler as such, and I believe it fair to state, as regards the original purpose of the bureau, that is to say to force a change in the government policy respecting the purchase of lumber, no tangible results can be found to show that the bureau has actually accomplished more than the association alone would have done. Any claim, for instance, that "the wholesaler owes his existence today to the efforts of the bureau" is hardly borne out by tangible facts and must rest upon the enthusiastic imagination of its zealous promoters. Recently and since the peculiar restrictions due to the war emergency have been removed, the extended work of the bureau has accomplished little of permanent value distinct from the scope of our normal association program. At present, there is no official discrimination against the wholesaler on the part of government agencies, and it is the expressed purpose as noted in various department letters and circulars, that lumber purchases are to be made on a strictly competitive basis, and that consideration is to be given to the usual matters of price, facilities and deliveries.

The report by E. F. Perry, secretary of the association, dealt with history, and concerned itself with happenings of the past year, particular attention being given to railroad matters. The associa-

association has 15 members, which is the largest number in its history.

W. W. Schupner, department manager of the bureau of information, reported that during the year claims aggregating \$302,736 have been adjusted.

The fire insurance committee, through its chairman, R. T. Jones, submitted a list of recommendations for the association's consideration. The recommendations related principally to the committee and the manner in which it should do its work.

The workmen's compensation committee of nine reported that compulsory compensation for injured workmen has come to be generally adopted as a part of the association's code of laws. M. E. Preisch is chairman of this committee.

The practical phases of forestry were made the subject of a report by the committee having that matter in charge. J. R. Williams is chairman of this committee. He turned the matter over to P. S. Ridsdale, secretary of the American Forestry Association, who addressed the meeting; while William L. Hall of the United States Forest Service was also present by invitation, and the subject of forestry was ably represented.

The committee on hardwood inspection, of which Hugh McLean is chairman, made the following report:

Your committee on hardwood inspection begs to report that during the last year there has been very little friction in regard to the rules of inspection of hardwood lumber. The National Hardwood rules seem to be in general use in the North and East and in all large consuming points and giving satisfaction. During the last six months the Hardwood Manufacturers' Association of the United States and the American Hardwood Manufacturers' Association have combined under the name of the American Hardwood Manufacturers' Association, which is now at work on a

new set of rules. These new rules will probably provide for some new grades, as the sentiment amongst the members of the American Manufacturers' Association is to sort the lumber to suit the special needs of the different consumers. Through the lumber press we learn that the National Hardwood Lumber Association has signified its readiness to confer any time with the American Hardwood Manufacturers' Association toward the adoption of one set of rules. In fact, at the present time there is a general feeling among the members of both associations to try to get together on one set of rules and we look for a conference in the near future between these two associations. We think the sentiment throughout the entire hardwood trade is to try to work together in every way for the good of the manufacturer, consumer and wholesaler.

F. S. Underhill, chairman, presented the report of the committee on terms of sale, and emphasized the fact that the wholesaler is confronted by two opposite interests, one, the manufacturer of lumber from whom he buys, the other the factory or yard to which he sells. He can do no more than recommend terms; he cannot enforce them.

The committee on lake marine, Henry I. George, chairman, speaking of traffic on the lakes, thought it probable that rates would be somewhat lower than last year, and that, unless some other than lumber business appears, there will perhaps not be enough lumber to keep the lake fleet busy.

F. R. Babcock of Pittsburgh, read a paper on the activities of the Chamber of Commerce of the United States, of which he is counsellor.

The transportation situation was covered by the report made by W. S. Phippen, traffic manager for the association. He stated that changes in rates, which have always been upward, have led to confusion, and overcharges have increased. The traffic department's work has become much heavier because of new conditions.

New Reconstruction Plan Being Worked Out

The United States Council of National Defense announces the following personnel of the industries board of the Department of Commerce. This is a board created by William C. Redfield to carry on war policies in the reconstruction period in so far as greater efficiency in reconstruction may be maintained through a centralized advisory board. The board is made up of the following men:

George N. Peek, chairman, Moline, Ill.; formerly vice-president, Deere & Co.

Samuel P. Bush, Columbus, Ohio; president, Buckeye Steel Castings Company.

Anthony Caminetti, Washington, D. C.; Commissioner of General Immigration, Department of Labor.

Thomas K. Glenn, Atlanta, Ga.; president, Atlantic Steel Company.

George R. James, Memphis, Tenn.; president, Wm. R. Moore Dry Goods Company.

T. C. Powell, Cincinnati, Ohio; director, capital expenditures, Railroad Administration.

William M. Ritter, West Virginia; president, W. M. Ritter Lumber Company.

The board has had several meetings and at its initial meeting on March 7 worked out a remarkably valuable statement analyzing the present stagnation of business, showing causes and effects. The condition, according to the report, shows that while commercial stocks are depleted, while there is plenty of money, while building and construction are several years in arrears of necessity, while a long period of enforced economy is greatly relieved, and while markets are in prospect in all parts of the world, still buying remains timid and has been decreasing in volume, money is timid and remains in the bank, some mills and factories are idle and few are running full, construction of public and private works has not begun and non-employment is spreading.

In outlining the causes of this condition the report traces the tremendous effect that has resulted from artificial stimulation of war production and inflated prices, and shows how these prices were not created by the law of supply and demand, which during the war was adjourned and replaced by new and powerful forces such as priority certificates, government price fixing, etc. It is

pointed out that the normal operation of the law of supply and demand cannot cure what it did not cause because it cannot operate until buying begins and buying cannot begin until we have a more stable and homogeneous market. It is pointed out that the condition must be cured as it was caused, namely, the cure must be brought about by absolute co-operation and agreement, looking toward a let-down of prices through concerted and uniform action that will establish a certainty of values and the control of the declining prices be maintained until normal buying is resumed to the extent that the law of supply and demand will again govern.

Working along these lines and in furtherance of this plan the war industries board will confer with representatives of all industries and has already started such conferences. The first materials being considered are building materials, food, textiles, etc.

It is figured that as soon as a stable and wholesome scale of prices is achieved, the cost of living will have so far reduced as to create automatically reductions of labor without interfering with present standards of living. It is pointed out that every one is in agreement that the cost of living must be substantially reduced before labor should be asked to accept lower wages. Thus it is pointed out that industry must stand the first shock of readjustment.

It is believed by those responsible for the work that the assurance to the country of a market stabilized at the lowest reasonably expected level; that is, a market which buyers are absolutely certain of being maintained, will loosen such a flood of buying for the recreation of stocks, the making up of arrears in the building program, the feeding of needs long starved by economy and the invasion of world markets as may stand unprecedented in this country. It is expected that a stable level thus reached by co-operation will bring about a healthy and normal condition created by the complete and unhampered operation of the law of supply and demand.

In answering objections to the plan, it is pointed out that the war created a new thing in government, namely, the value of

(Continued on page 30a)



Hen Explains Cause of Blisters

March 14, 1919.

Dear Jim,

I was glad to get your letter and to know that you all are well. I am tip top, and Sue's looking better than she was. We had her mother here now about three weeks and she sure is a good scout and her visit is doing Sue a lot of good. Guess more than anything the kid was sick for her mother.

You say you aint heard anything lately about how the vegetable glue is going, and you are some interested because they have begun to talk about it where you are. Well, Jim, today I can say it is going fine, but about a month ago it had me feeling like a nigger with one foot in the grave and the other on a banana peel. The cabinet room was slamming me hard with panels with blisters and loose edges. They said that new glue was all wrong, and we better throw it out. And me, like a cussed fool, instead of using my head I got stage fright and laid the fault to the glue. The old man insisted that we were at fault somewhere, but said he would telegraph the vegetable glue people we were having trouble.

Jim, it sure is funny how things work out. That telegram hadn't been sent an hour before one of the company's men came around. Said he had dropped in to see how we were getting along. Then I just told him we was having all kinds of trouble, and his glue sure wasn't much good. But he didn't seem at all startled. Said he guessed we would find the trouble was with ourselves instead of the glue, and that we probably had slipped up in following instructions. Then I got hot and told him we done what Warren told us. So he said, "All right, let's go over and see." We went over near the press and the guy stood around with his hands in his pockets for over twenty minutes before he said a word about our glue troubles. We talked about the weather and the war, and I was beginning to think he was one of those smooth guys that was going to throw a bluff and make a getaway. Then he surprised me by taking off his coat and throwing it on a truck load of core stock. It was just as the last panel of that particular bundle was laid, and the men were about to push the bundle into the press. He walked over and stopped the spreader and showed me some small pieces of veneer that had been mashed into the corrugations on the rolls. He said those were what caused blisters, and that he was sure that Warren had cautioned us to keep the rolls clean and not let the corrugations get filled up

with veneer slivers and chips. Told him I couldn't see how those would cause blisters, and he told me that the corrugations were put in the rolls to carry glue to be spread on the material that was run between the rolls, and that if those corrugations got filled with something besides glue there could be no glue in them to be spread. Then he put a piece of cross-banding through and took it over where there was more light and showed me the spots where the glue was spread very thin, or not at all, on account of those veneer slivers on the rolls. Then he got hold of an old three-cornered file and used it to take all the pieces of veneer off the rolls, and run another piece of cross-banding through and when I looked for the thin spots I couldn't find any. He told me that practically all the causes of blisters where vegetable glue was used could be traced to unclean rolls. But he also mentioned that if core stock or cross-banding had depressions in it such depressions were apt not to be covered with glue, and in such case there would be blisters. In few words that all means that there are sure to be blisters if there is no glue on the material to hold the stuff together. Of course I knew that from my use of animal glue, but I had to get up in the air like I had no brains at all.

Then this glue fellow, whose name sounded like Moonman, said that most of our loose edges were caused on account of our taking so long to get the panels under pressure. I asked him how he knew when he hadn't seen a bundle made yet. He laughed and said that was how he knew. He said that when we came over to see what was doing there was nearly half a press full of panels laid and it took over twenty minutes to lay the rest of the bundle and get it under pressure. I tried to tell him that was an exception and that most of the time we got the whole bundle under pressure within twenty minutes, but he only smiled and remarked that was what they all said even when they were caught with the goods. And of course I didn't have a leg left to stand on because I knew if it happened once it was bound to happen often.

Moonman said we were spreading the glue all right, and that he was sure that if we got the stuff under pressure in twenty minutes we would not have a loose edge, except now and then when a piece was not laid absolutely in place and stuck out so that the pressure could not be applied to the edges of that piece and the ones on top and under it. I knew he was right. But you see, Jim, we got careless when we had been using the

SPECIALISTS IN DIFFICULT ITEMS

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*ROTARY CUT VENEERS
THIN LUMBER SPECIALTIES
BIRCH DOOR STOCK
MAPLE PIANO PIN BLOCKS
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YEARS OF EXPERIENCE BEHIND OUR PRODUCTS

MUNISING WOODENWARE CO.
MUNISING, MICH.

ENEERS FOR AEROPLANE CONSTRUCTION A SPECIALTY

WRITE, WIRE OR TELEPHONE

BIRDS EYE VENEER COMPANY, Escanaba, Mich.

stuff three months and things were going smooth. Aint it the truth, Jim, that carelessness sure raises most of the trouble in this world.

That guy also told us to be sure to watch our pressure, and to put on about a hundred pounds pressure to the square inch. He left us a pressure chart.

Jim, you can plug to have them put in vegetable glue where you are. I am absolutely convinced it is all right. And I want to say that in spite of the fact that we have been looking things over mighty close, we haven't found any blisters and scarcely a loose edge since that fellow was here.

Your friend,

Henry.

Record Veneer Panels

What is said to be the largest veneer panel ever made is credited to the Haskelite Manufacturing Corporation of Grand Rapids, Mich. It is one of a series of waterproof panels made for the government to be used as part of a sea sled. The panel is 53 feet long, 7½ feet wide and ¾ inch thick, of mahogany and Spanish cedar. Information is not at hand as to what was the final outcome of the sea sled proposition. It was probably a part of some war machine, and was abandoned when the war came to a close. Early in the war it was believed impracticable to make panels twenty-four feet long, but apparently it did not turn out to be impracticable.

Invention of Rotary Veneer

It is commonly believed that the cutting of veneer by the rotary process is an invention of quite recent date, but it appears that it was in use in Russia more than seventy-five years ago. A book published in 1845 by Charles Knight & Co. contains the following account of cutting rotary veneer, which had then been in use several years in Russia:

"The operation is begun by placing the log on a square arch, and turning it to a circular or cylindrical form while in rapid motion. The blade, a piece of highly tempered steel, rather longer than the cylindrical log of wood, is fixed at the extremity of a frame six or seven feet long, in such a manner as to exert a constant pressure upon the cylinder of wood, and pare off a sheet of equable thickness, which folds upon another cylinder like a roll of linen.

"The frame is so regulated as to depress the plane in proportion as the cylinder becomes pared away towards the center.

"This machine is said to cut the most valuable woods without any waste, and with great rapidity, while the thinness to which the veneer is cut is so extraordinary that it has been used for the covering of books and other purposes, where leather and paper are usually employed.

"The veneer thus produced is, in fact, nothing more nor less than a shaving, but one of which the thickness is uniform and equal. It is said that one hundred feet in length may be cut on this machine in three minutes."

Veneer Company Will Build New Plant

The American Veneer Company, organized last fall at Hayward, Wis., with a capital stock of \$150,000, will start work within a few days on the erection of its new plant, which is expected to be ready July 1 and employ from 100 to 150 men in the manufacture of veneers, veneer panels, etc. The main building will be 180x250 feet, one story high. The Edison phonograph interests have contracted for a considerable part of the output of veneer panels to be delivered at its factories in New London, Wis., Grand Rapids, Mich., and East Orange, N. J.

The Strength of Commercial Liquid Glues

Most of the commercial liquid glues are manufactured from the skins, heads and swimming bladders of fish. Others are made by special treatment of the glue extracted from the hides, skins and bones of cattle; some for special uses are prepared from starch, from various natural gums, or from casein.

At the Forest Products Laboratory, Madison, Wis., tests were made by B. A. P. inspectors on a number of these liquid glues, who found that they differ very widely in strength. Some of them are so weak as to be entirely unsuitable for woodworking purposes, while others compare favorably in strength with the "hot" glues. The glues tested varied from one which exerted a binding force of less than 50 lbs. per sq. in., to one with an adhesive strength 60 times as great, or more than 3,000 lbs. per sq. in.

Liquid glues may be tested by gluing together pairs of specially selected hard maple blocks, placing them in a testing machine, and measuring the force required to shear them apart. About 300 specimens, representing 26 different glues, have been tested in this way at the laboratory. According to the data thus obtained, a high grade liquid glue should have an average shearing strength of not less than 1,700 or 1,800 lbs. per sq. in.

In addition to uniform high adhesive strength, it is evident that certain other characteristics are desirable in liquid glue. When spread upon wood surfaces, it should "set" and dry rapidly. In its container, it should remain fluid and workable at all ordinary temperatures. It should be elastic and shock-resistant. It should not be unusually susceptible to the action of high temperatures, high humidity, molds and bacteria.

The study gave evidence that the strength of liquid glue, like that of "hot" glue, depends largely upon its "body" or thickness, or, strictly speaking, upon its viscosity. Of 11 liquid glues examined, the thickest or most viscous glues showed the greatest adhesive strength.

Several woods produce veneers beautiful in color and figure, some native, others foreign. Among the domestic species in that class are red gum, black walnut, cherry, oak, birch, and maple. These are hardwoods. Some of the native softwoods are esteemed on account of beauty, among them being yellow pine and Douglas fir. Most foreign woods imported into this country and converted into veneers are valued on account of their beauty. A large part of all imported woods goes to veneer mills, and from these mills it finds its way to furniture and finish factories.

American Black Walnut

Do not allow substitutes to enter into consideration when the proposition of using American Black Walnut is before you.

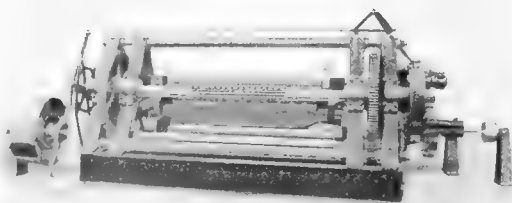
American Black Walnut cannot be successfully imitated, and as the American people have learned the difference between the genuine and imitation, our suggestion is to use Genuine American Black Walnut.

And finish in the natural to show the real beauty of this wonderful cabinet wood.

*Walnut
Exclusively*

**PICKREL
WALNUT COMPANY
ST. LOUIS, MISSOURI**

COE VENEER MACHINES



SINCE 1852, we have probably equipped more veneer machines than any other concern in the world. Sixty-seven years of specialization ought to be a safe guide, if you need veneer equipment of ANY kind, from saws, lathes and slicers—to grinders, clippers, driers, etc. Printed matter will be sent immediately on request embracing your every requirement.

WRITE FOR IT.

The Coe Manufacturing Co.
PAINESVILLE, O.

English Brown Oak Panels

The dining room of the White House, Washington, is paneled with English brown oak. The color of this wood is due to a microscopic fungus that permeates the cells of the wood. It is very handsome and is quite expensive. The best brown oak that grows in England is usually exported to America, where it is converted into veneer.

Limiting Size of Panels

The panels of extraordinary size which were called for in the manufacture of certain types of airplanes and sea sleds were one of the articles made for war which are not likely to find a demand in peace. Panels of extra size do not seem to be in general demand where smaller panels will do as well. A counter top for store use is about the largest surface to be covered with veneer in the woodworking factory; and it is not necessary to have counter tops all in one piece. The art of splicing and joining is well understood. It therefore appears probable that the large veneer panels called for in some of the war contracts will pass out of use because nobody needs them. Special machinery for making very large panels would soon have put in an appearance had the demand continued.

War Woods for Peace Purposes

Many a man is now puzzling his brain over the problem of what to do with war material left on his hands by the abrupt ending of the war. One company was left with veneer panels on its hands, and has tried the experiment of converting them into poker chips and overcoat buttons. The panels were intended for airplanes and automobile bodies, and are all three-ply, the heavier having been meant for auto bodies. It has been customary to make the chips and the buttons of solid wood, the product of a turning lathe. Paper birch has been usually preferred. It can be readily understood that veneer buttons, usually called "button molds," may possess some advantage over solid wood, but the cost might be a little more for the veneer.

Pegs with which the soles of coarse shoes and boots are fastened on, are one of the products of the veneer mill; but it is a special mill and special milling machinery is required. The narrow ribbons of wood, cut by rotary process to the proper thickness of a peg, and as wide as the peg is long, are fed into another machine which reduces them to pegs and at the same operation drives them into the soles where they belong. That, however, is only one of the processes by which pegs are made. The wood for the veneer peg is usually paper birch. Formerly when pegs were made chiefly by hand, sugar maple was the common material.

Persimmon is one of the valuable woods of the country, being harder than any other wood of the United States in common use, and stronger than most others; yet no record exists that one foot of it has ever been made into veneer. The ordinary persimmon products are such that veneer is unsuited to this manufacture. The principal products are shuttles and golf clubs. The built-up shuttle or the laminated golf head seem still to be in the future.

When any one speaks of trees thousands of years old, ask for a bill of particulars; insist on knowing where a tree of that age stood, and when, and be sure to ask who counted the rings of growth and made a record of the count, and where that record is. If that policy is pursued, it will not take long to run to ground most of the loose talk about trees that attained ages exceeding 2,000 years. Trees of such great age may have lived, but it is pretty hard to find out much about them, and it is specially difficult to make exact locations of place, time, and witnesses.

North Wisconsin IRON-RANGE HARDWOODS

The finest and most beautiful
Birch, Oak, Basswood, Ash and
Elm grown in this country.

We use this quality stock exclusively for our:
ROTARY CUT LOG RUN
ROTARY CUT DOOR STOCK
ROTARY CUT FURNITURE
ROTARY CUT PIANO STOCK

VENEERS

ROTARY CUT HOOPS AND LINERS

THIN LUMBER SPECIALISTS

REMEMBER we are specialists in
LOG RUN VENEERS
any thickness, any lengths up to 98 in.

Let Us Figure on Your Requirements

Kiel Woodenware Co.

KIEL WISCONSIN MELLEN

“Louisville” Veneered Panels for Phonograph Cabinets



Illustration shows the thorough adaptability of Figured Red Gum for Phonograph Cabinets. In the residence of Mr. E. W. Schafer, President, Schafer Lumber Co., Chicago, representing “Louisville” Veneered Panels in that territory.

What a prominent manufacturer of high grade phonograph cabinets says about Louisville Veneered Panels:

“The stock received from you is very satisfactory and we will be pleased to call on you again when in the market.”

Since this letter was written, we have received, on our record of High Quality and Dependable Service, contract for the further carload requirements of this reputable manufacturer.

QUALITY

Is Our Only Argument

We can also serve you acceptably—better maybe than your present connection. Why not investigate?

Shall be pleased to submit prices, per set, on your specifications for Veneered Panels you can absolutely depend upon in high grade cabinet work, like phonographs.

THE LOUISVILLE VENEER MILLS

Nationally known as “Headquarters for Figured Red Gum.”

LOUISVILLE, KENTUCKY

PERKINS VEGETABLE GLUE

*Same Old Glue
Same Old Service*



*Same Old Process
Same Old Guarantee*

under the

Same Old Name Perkins Glue Company

You know what this has meant in your glue room for years past

A REAL vegetable glue, as good or better than Animal Glue, cannot be sold and used for wood joints, which does not infringe our United States Letters Patent, held valid and infringed by United States Circuit Court of Appeals.

PERKINS GLUE COMPANY

FACTORY:
Lansdale, Pennsylvania

SALES OFFICE:
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LONG-KNIGHT

LUMBER COMPANY

WALNUT—HARDWOODS

Veneers

800,000 ft. 1 28 inch American Walnut
500,000 1 20 inch Quartered White Oak, 6"—11", Standard Grade

Manufacturers and Wholesalers

Indianapolis, Indiana

We Cut Only Northern-Grown Hardwoods

Our supply of northern grown timber admittedly superior in figure and texture is plentiful. The production of our three modern mills is uninterrupted.

With half a century of manufacturing experience and study behind us, the quality of our production is uniformly excellent.

WE OFFER

LUMBER, 3/8 to any thickness and length

VENEERS, 1/20 to 5/16 incl., up to 22 feet long

Hoffman Bros. Co.
FT. WAYNE, IND.



Reg. U.S. Pat. Off.
Est. 1867
Inc. 1904

All our logs come from just such Northern Grown Hardwoods

PLYWOOD

For Makers of

FURNITURE
CABINETS, CHAIRS
TABLES, DESKS
TRUNKS
MOTOR TRUCKS
FILING CABINETS
INTERIOR TRIM &
FIXTURES

Made of

QUARTERED OAK
MAHOGANY
BLACK WALNUT
QUARTERED GUM
PLAIN RED GUM
PLAIN OAK
ASH, BIRCH, ELM
BASSWOOD & MAPLE

Flat or Bent Work Machined or in Panels, With
or Without Part Cabinet Work Finished or in the White

Send Us Your Specifications

WISCONSIN CABINET & PANEL COMPANY
NEW LONDON, WISCONSIN

Are you making, or
are you consider-
ing the making of
airplane or sea-
plane parts where

*Spanish
Cedar*
*Mexican
Mahogany*
*African
Mahogany*

lumber
or
veneer

will be used?

We have the logs—

We have a modern veneer
and sawmill—

We are experienced in man-
ufacturing such material.

Conclusion: You can entrust to us
your orders and be sure of delivery
within a reasonable time.

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

WISCONSIN VENEER CO.
MANUFACTURERS
RHINELANDER, WIS.

Made in St. Louis by
St. Louis Basket & Box Co.

WE MANUFACTURE

a complete line of
Built-up Stock in most
any size or thickness,
including Walnut, Ma-
hogany, Quartered
and Plain Oak, Ash,
Gum, Plain or Figured
Birch, Yellow Pine,
Sycamore, Cotton-
wood, etc.

ESTABLISHED 1880

WRITE for COMPLETE PRICE LIST

(Continued from page 22b)

co-operation between business and industry on one side and the government on the other, and proved the wonderful results that

may be accomplished through this condition. It is also urged that business and industry will be impelled by their own desires for rehabilitation to join heartily in these conferences.

Broad View of Economic Trend

Many of the points which Hardwood Record has argued as probable developments in the future are already beginning to materialize. In support of many of its contentions, statistics are beginning to appear and the trend of development is following very closely many of our prognostications.

HARDWOOD RECORD is gratified to see one of the leading economic services of the country publishing views that coincide in many points with views already expressed in these pages. One of the latest bulletins of the Brookmire Economic Service, Inc., New York City, has the following to say regarding the general trend of building materials and lumber development which is strictly in accord in many of the points raised with numerous prophecies made in these pages heretofore.

A much more hopeful view of the lumber situation is reflected in the various market reports coming to this office, embracing yellow pine, the hardwoods, Douglas fir, white pine, hemlock and cypress. The following summary of conditions are equally applicable to all kinds of lumber.

The basis for this improvement is found in the fact that demands are crystallizing into orders; that many sections are making plans for building revival on an extended scale. Even though this planning is somewhat tentative it would appear as an evidence of the changing attitude of the public mind regarding the expectations of much lower prices for lumber products. A few facts, which warrant the conclusion that some time must elapse before lumber prices would materially decline, seem pertinent in this connection:

First: During the Civil War lumber prices rose consistently through the war period from 100% in 1860 to 183% in 1864, fell to 179% in 1865 and then went to 187% in 1866. In 1867 the price fell to 163% and maintained that level until 1870. While not attempting to maintain an exact parallel between the two periods, nevertheless, we believe that sufficiently similar conditions obtain to warrant the conclusion that prices will follow substantially the same trend, especially in view of the fact that the rise of prices in the Civil War was considerably greater than during the late War.

Second: Based on a normal demand present stocks of lumber are low, and production costs are so high and the margin of profit, as conceded by government authorities so small, generally speaking, that manufacturers are waiting for a real demand to develop before increasing their output materially.

Third: We believe that little likelihood of much decrease in labor costs exists. (See Forecaster March 17). The large number of former immigrants who have returned to their home land, and the probability of their retention there, combined with the radical decline in the number of immigrants into the United States during the last few years, and the indisposition of native soldiers to resume their former employments, presage in the near future a serious shortage of laborers for the mills and factories, the forests and the mines. A higher wage rate than ever prevailed in peace times, therefore, seems necessary and inevitable. This conclusion is also supported by the trend of wage rates during and after the Civil War period.

Fourth: There is developing a serious shortage of houses in many sections, as well as a lack of buildings such as schools, office buildings and other buildings of a public character, a condition which cannot much longer exist without producing a grave social and economic problem. The point has about been reached when considerable activity to avert this problem should develop.

Fifth: The fact of rising rents intensifies the acuteness of the housing problem and constitutes a strong factor towards its solution by a speedy revival of building activity. This is a matter which affects very vitally a large proportion of our population. We believe that large rewards await the enterprise and initiative of capital despite high costs of building materials in the attempt to furnish better housing at reasonable rentals.

The result of Mr. Redfield's attempt to stabilize prices will, of course, have some effect upon the general factors discussed above, and while we do not anticipate any radical change in lumber prices as the outcome of Mr. Redfield's policy, we do believe that whatever prices are arrived at as a result of his conferences with lumber manufacturers will prevail for a considerable time. It is very probable that in these conferences the result will be largely determined on the basis of the controlling and fundamental factors which we have enumerated.

These factors standing alone seem to us to prove conclusively that the basis of expectation of much lower prices in lumber is more or less un-

sound and unwarranted. The facts of history and the economic factors combined, prove it to be so.

RANGE OF LUMBER PRICES FROM 1913 TO DATE, INCLUSIVE

	1913	1914	1915	1916	1917	1918	1919 Av. 3 months
Yellow Pine, av. 14 grades	20.18	18.25	18.50	22.63	27.36	33.13	35.98
Hardwood Composite.....	46.71	43.75	42.36	46.06	52.57	57.47	58.26

The general argument above in favor of steady lumber prices holds true regarding building materials generally.

BRICK: There has been considerable curtailment in the output of brick in recent months but common brick is in large supply, face brick in good supply, fire and paving brick stocks are more or less depleted. All have been in poor demand compared with normal demands and all have shown considerable rise in price through the war period, having labored under high production costs so that not much recession in price is likely to be seen in the immediate future. Over a period of two or three years easier price conditions will develop.

LIME: About 3,000,000 short tons of lime were produced in the United States in 1918, the smallest production since 1908 and 20% below that of 1917, which amounted to 3,786,360 short tons, which in turn was 7% below the record year 1916 when the amount produced was 4,073,400 short tons.

CEMENT: A very radical falling off in Portland cement production characterized the year 1918. The production in the United States alone amounted to about 71,000,000 barrels or 21,000,000 barrels less than 1917. Similar conditions prevail in England. The present rate of production is only about 50% of normal with small reserve stocks. The recent advance in price is due in large measure to the increase in the cost of cotton bags from 10 cents to 25, or 40 cents to \$1.00 per bbl. In view of these facts, of small production and low stocks combined with increasing demand when construction operations begin, it does not seem apparent that much decline in price will be seen.

PAINTS AND GLASS: Paint and glass manufacturers have through government orders largely, maintained a healthy business through the war period but are now feeling the generally depressed state of building, but should be able to meet all demands that may arise. As the subjoined table will show, paint prices have increased nearly 100% and some softening of this price is a reasonable expectation. The following table will illustrate the range of prices on brick, cement, lime and white lead since 1913 to date inclusive.

RANGE OF BUILDING MATERIAL PRICES

	1913	1914	1915	1916	1917	1918	1919 Av. 3 months
Brick, Hudson R. Com. 1000	6.83	6.77	5.82	8.16	8.85	11.45	14.83
Cement, Portland, bbl. .	1.58	1.58	1.44	1.69	2.02	2.36	2.85
Lime, Rockland, lump bbl. ....	.91	.92	1.10	1.33	1.69	2.29	2.56
Paint, White lead, lb. .	.07½	.07	.07	.09¼	.11¼	.12½	.13¼

Termination of British Lumber Control

A cablegram has been received from Consul General Robert P. Skinner, London, dated March 14, stating that the British Board of Trade has canceled from March 31 all orders relating to the purchase of imported timber abroad, and also has withdrawn the maximum prices for both imported and home-grown supplies other than pit wood. As regards importation, no licenses will now be required for the importation of hewn, sawn, planed, or dressed timber of all kinds, including hardwoods and sleepers. This does not include pit wood and manufactured or semi-manufactured goods, such as box boards, for which licenses will still be required unless produced in parts of the British Empire. Stocks of imported timber belonging to the government will be disposed of after March 31 at the prevailing market prices. These stocks, including goods yet to arrive, amount to about 500,000 standards. Applications to purchase such goods should be made to the Government Timber Buying, Salisbury House.

The Mail Bag

B 1220—Hickory Rim Strips

Wapakoneta, O., March 1, 1919.—Editor HARDWOOD RECORD: We are in the market this year for hickory rim strips suitable for bending, sizes ranging from 1 1/2" square to 3" square, 6' and 7' long. If any of your members are in position to furnish this stock we would be pleased to have their quotations.

Clubs and Associations

Date of Implement Manufacturers' Meeting

The twenty-sixth annual convention of the National Implement & Vehicle Association will be held in Chicago in October, according to the decision of the executive committee of the association. Invitations from a number of leading cities were considered, but for many reasons it was deemed advisable to hold the big convention again in Chicago where is located the general offices of the association.

Inspection Staff Changes

The March issue of the official bulletin of the National Hardwood Lumber Association says that D. W. Ravesties, deputy national inspector at Colfax, La., has resigned and A. H. Tucker has been appointed to succeed him, but will make his headquarters at Shreveport, La. All applications for inspection work in that district should be addressed to A. H. Tucker, 1241 Oakland street, Shreveport, La.

J. L. Benson, assistant deputy national inspector at New Orleans, La., has resigned and his successor will be appointed as soon as proper selection for the position can be made.

R. K. Boutwell, deputy national inspector at Jellico, Tenn., has resigned and his successor will be appointed as soon as possible.

Meeting of Southwestern Club

The Southwestern Hardwood Manufacturers' Club met at Alexandria, La., on March 19. The meeting was held in conjunction with an open competition plan meeting of the American Hardwood Manufacturers' Association.

President P. A. Ryan of Lufkin, Tex., was in the chair. A large delegation of southwestern hardwood men attended.

The main subject for discussion was ways and means of increasing the membership in the club by members to be recruited from that section of the country.

J. B. Robinson of Mound, La., who is chairman of the southwestern territory for the open price competition plan, presided at the open price meeting which followed the Southwestern club's session.

The deliberations of the open price meeting were made up mainly of market discussions which brought out a marked curtailment in hardwood stocks, production being limited by about fifteen per cent.

Members in attendance generally agreed that there is very little prospect for early improvement in these conditions. Demand, according to the members, is increasing consistently and the outlook is for still further activity for the spring months.

New Orleans will be the next meeting place, it being planned to gather there at the St. Charles hotel on April 16.

Meeting of Memphis Club

The Lumbermen's Club of Memphis at its meeting at the Hotel Gayoso last Saturday, March 15, subscribed \$125 to the Mississippi Valley Waterways' Association as its prorata of the fund it is raising from business interests along the Mississippi river. This action was taken on motion of George C. Ehemann, chairman of the river and rail committee. The club is very much interested in the proposed rehabilitation of transportation on the Mississippi as a means of facilitating the movement of heavy freight, with special reference to lumber, cotton, coal, steel and iron.

The members listened to an earnest appeal from Captain Henri Negre who fought three years in the recent war and who is now a member of the French High Commission. He is touring the United States in the interest of the "Fatherless Children of France" and he told the lumbermen what a pitiable plight would confront the more than one million of these orphans if their generous friends in America suddenly withdrew their support or failed to renew their pledges. He pointed out that most of the pledges ran for a definite period and he begged that the members of the club renew their pledges without delay, thus helping materially in taking care of the children whose fathers lost their lives in the struggle for freedom.

President Jorgensen was authorized to appoint a committee of interested lumbermen to investigate the best course to follow to protect those having sawmills on Little river, in Arkansas. The log supply is being cut off from a number of these mills as a result of recent legislation in Arkansas and their situation promises to be rather serious.

J. C. Dean was elected an active member. He is president of the Cole Manufacturing Company, Memphis.

Bright Prospects for Export Association

Very little hardwood lumber is being booked now for export, according to the Southern Hardwood Traffic Association. The same authority says that, while the U. S. Shipping Board advises that it does not contemplate changing its ocean rates at this time, "nevertheless the tendency seems to be toward a stiffening in the export rate" and adds: "We know of lumber that is being exported at higher rates than those published by the Shipping Board."

The association says it hopes to obtain several steamers to United Kingdom ports within the next thirty days and announces that distribution of such space as is secured will be made on the basis of the dates this organization was advised of tonnage by its members.

The association says also that it has approached the U. S. Railroad Administration with respect to through bills of lading on lumber and forest products on all roads and expresses confidence in the belief that, as soon as the situation clears somewhat and there is relief of some of the congestion at the ports, "through bills of lading will be ordered via all the railroads."

Specifications Worked Out on Rotary Box Lumber

The feature of the meeting of the Rotary Cut Box Lumber Manufacturers' Association at New Orleans March 18, according to John M. Pritchard, secretary-manager of the American Hardwood Manufacturers' Association, with which the former is identified, was the report of T. J. Morris of the Anderson-Tully Company, who is chairman of the inspection rules committee. He said his committee had had a joint meeting with a committee from the wire bound box manufacturers' association and that they had tentatively agreed upon inspection rules for recommendation to their respective bodies. The Rotary Cut Box Lumber Manufacturers' Association approved these recommendations with only such slight modifications as would not in any way impair the original draft. Much satisfaction was expressed over the fact that these two organizations, one representing manufacturers of rotary cut box lumber and the other representing the largest consumers of this class of material, had been able to get together on a mutually satisfactory and wholly harmonious basis.

Interesting reports were submitted by other committees and definite lines of action were marked out for the first year of this organization.

In the discussion of market conditions, emphasis was laid on the shortage of logs and on the inability of rotary cut lumber box manufacturers, because of unfavorable weather conditions, to accumulate any surplus stock of raw material. The association, according to Mr. Pritchard, is optimistic regarding the outlook for business. It admits that there is comparatively little buying at the moment but it points out that demand is broadening and the view is expressed that there will soon be a revival of industry which will make large calls for the output of members of the association as well as raw materials of all kinds.

Ten new members were received at this meeting, as follows:

Independence Lumber & Box Company, Independence, La.
R. J. McCaughey, Hattiesburg, Miss.
D. C. Anderson Manufacturing Company, Houston, Tex.
White Veneer Company, Moss Point, Miss.
Hinton Manufacturing Company, McComb City, Miss.
Beatrice Veneer Works, Beatrice, Ala.
Republic Box Company, Inc., of Texas, Houston, Tex.
Mississippi Veneer Company, Sandersville, Miss.
Gilmer Crate & Basket Company, Gilmer, Tex.
Acme Veneer Company, Omaha, Neb.

It was decided to hold the next meeting the third Tuesday in April which falls on the 22nd.

Mr. Pritchard, who has just returned to Memphis, says that the rotary cut box lumber manufacturers were slow in getting organized but that, if one may judge from the enthusiasm and energy displayed by the members of this body since organization was effected, it must be recognized as one of the most active and aggressive branches of the lumber industry.

Mr. Pritchard attended the open competition plan meeting of the American Hardwood Manufacturers' Association meeting at Alexandria, La., March 19.

Open Price Members Support Redfield Plan

Consideration of market conditions and approval of the plan of Secretary of Commerce Redfield to stabilize industry were matters which claimed the attention of members of the eastern division, American Hardwood Manufacturers' Association, at a meeting under the Open Competition Plan at the Sinton Hotel, Cincinnati, Ohio, March 11. Those present came from Kentucky, Virginia, West Virginia, Tennessee, Ohio and Pennsylvania, about forty in all.

"There is current a misconception of the Redfield plan," said Chairman M. W. Stark, of St. Albans, W. Va. He explained that the plan as outlined by the secretary of commerce is to "bring about the operation of the laws of supply and demand which were interfered with by the war."

The Redfield plan proposes a single cut in steel prices which will at once bring price levels down to the point where no further cuts are necessary.

A number of speakers declared the Redfield plan was the best of the many proposed to stabilize industry and the association went on record as unanimously favoring its adoption. A belief that the cost of living must also decrease before the wages of workers are cut, also was expressed by a number of speakers.

Hardwood production in the eastern territory is sixty per cent of normal, Frank R. Gadd, of Memphis, Tenn., statistical manager of the Ameri-

can Hardwood Manufacturers' Association, declared. He contrasted this with the showing of the previous thirty days when production was fifty-seven per cent of normal. Mr. Gadd said that the car supply was good and that collections were fair, with an indication that there would be a slight reaction. The outlook for the future, he said, was very promising.

The new grading rules promulgated by the association at a previous meeting were unanimously adopted and members will use these rules in selling lumber.

A chestnut department was organized to advertise that wood.

It was brought out at the meeting that inquiries steadily are increasing and in general a satisfactory amount of business is being placed. The market has a firmer tone. It was reported that the figures for production for the eastern division are the same in the Memphis and southwest districts. Stocks are badly broken and below normal in all these districts.

The Open Competition Plan of the American Hardwood Manufacturers' has received fifty-nine new members since January 21, according to F. R. Gadd, manager of statistics for this organization. The association itself, according to the same authority, has received thirty-seven new members since January 1.

Dimension Men Determine Policies

The meeting of the hardwood dimension department of the American Hardwood Manufacturers' Association at the Hotel Chisca Friday, March 14, was characterized by unusual enthusiasm. The attendance was lessened somewhat by the fact that numerous members found it necessary to remain at home to complete their returns to the internal revenue department but what was lacking in numbers was more than made up by the enthusiasm with which all present entered into the spirit of the gathering.

R. L. Muse, of the R. L. Muse Lumber Company, who is chairman of the governing committee of the department, presided. After calling the meeting to order, he delivered a brilliant address on the benefits of organization. He was particularly loud in his praise of the service rendered through the hardwood department, saying that benefits he had received had more than paid his dues many times. He declared the day had passed when any industry could afford to remain unorganized and electrified his hearers with the assertion that the hardwood dimension department is permanent for the reason that it is founded on correct principles and that it has the entire machinery of the American Hardwood Manufacturers' Association at its disposal. He believed there were reforms which should be instituted with as little delay as possible in the hardwood dimension industry and he pledged himself to bend every effort personally toward bringing every manufacturer of hardwood dimension material into the department to the end that these reforms may be instituted at an early date and in an effective manner. His address was particularly well received because of his earnestness and because, in expressing his own views, he was expressing the views of every other man in attendance.

John M. Pritchard, secretary-manager of the association, and T. J. Kendall, who recently resigned as manager of the oak department of this body, made brief talks on the activities of the association and were in position to tell those present of accomplishments of which they had never dreamed. They pledged the support of the association in every way possible to the hardwood dimension manufacturers and Mr. Kendall explained the detail work of the department, laying particular emphasis on the necessity of making prompt returns if the sales and stock reports are really to be of value.

F. R. Gadd, manager of statistics, told of the open competition plan of the association and he did this so effectively that every member present agreed to become identified with this activity of the organization.

It was decided, owing to the interest manifested at this meeting, that the hardwood dimension department should come together every sixty days for discussion of subjects confronting the industry. The next meeting will be held about the middle of May. The exact date will be announced by Secretary-Manager John M. Pritchard. It is planned to have President Carrier present and to get up a highly interesting and instructive program.

Six new members were received as follows: Wagon Stock & Lumber Company, Tullahoma, Tenn.; T. W. Harralson, Brownsville, Tenn.; G. L. Green, Newport, Ark.; T. A. Thomas & Sons, Curtis, Ark.; Hammans Land & Lumber Company, Stuttgart, Ark., and DuPuy Brothers, Abbeville, Miss.

Those present at this meeting were:

R. L. Muse, R. L. Muse Lumber Company, Walnut Ridge, Ark.
John L. Milner, John L. Milner, Grenada, Miss.
J. V. Wright, J. V. Wright, Bolivar, Tenn.
Floyd Mitchell, Wagon Stock & Lumber Co., Tullahoma, Tenn.
T. W. Harralson, T. W. Harralson, Brownsville, Tenn.
G. L. Green, G. L. Green, Newport, Ark.
T. O. Thomas, T. O. Thomas & Sons, Curtis, Ark.
G. E. Hammans, Hammans Land & Lumber Co., Stuttgart, Ark.
C. E. Hammans, Hammans Land & Lumber Co., Stuttgart, Ark.
S. A. Dupuy, Dupuy Brothers, Abbeville, Miss.
E. E. Dupuy, Dupuy Brothers, Abbeville, Miss.
R. E. Norris, R. E. Norris, Belts, Tenn.
W. S. DeWise, DeWise & Chisholm, Brighton, Tenn.
J. H. Cobb, Cobb & Co., Brownsville, Tenn.
J. H. Harralson, McDonald Lumber Company, Winnipeg, Mont.
J. M. Pritchard, American Hardwood Manufacturers' Association, Memphis, Tenn.
F. R. Gadd, American Hardwood Manufacturers' Association, Memphis, Tenn.
J. T. Kendall, American Hardwood Manufacturers' Association, Memphis,

Efforts of hardwood dimension manufacturers to organize heretofore have not been successful but the belief is entertained that the department will prove extremely valuable and, through its effectiveness and its service, it will continue to grow rapidly and develop into an important arm of the American Hardwood Manufacturers' Association.

Southern Traffic Association Active

The Louisville District Freight Traffic Committee has recommended that transit arrangements be established at Memphis similar to those now in effect at Cairo, Ill. These apply on boxes, flooring, ceiling, siding and other small pieces of lumber but they do not carry any yarding privileges. The committee has, it is reported, recommended additional transit privileges at Nashville but it has declined to recommend any transit arrangements whatever at Louisville or Evansville. The association, according to J. H. Townshend, secretary-manager, will therefore continue its fight, first for transit arrangements at Memphis that carry yarding privileges and for the same arrangements at Nashville, Evansville and Louisville as are sought for Memphis. This organization has a large membership at these three points and is much interested in the welfare of these gentlemen. Mr. Townshend is confident of ultimate victory.

Stanton Succeeds Kendall

Lieutenant D. E. Stanton, who has been named by the American Hardwood Manufacturers' Association as successor to T. J. Kendall as manager of the oak department of this organization, will take up his duties within the next few days. Mr. Kendall has already begun service as sales manager for the Gayoso Lumber Company.

Mr. Stanton is no stranger to the hardwood lumbermen of Memphis or the valley territory. He was in the newspaper business here for some years and following that work he was the representative at Memphis of the Southern Lumberman. He resigned that position to accept service as assistant secretary of the old American Oak Manufacturers' Association, under Mr. Kendall. He is therefore thoroughly familiar with association work and with the details of the oak department which is, in a measure, a continuation of the former oak organization.

Mr. Stanton entered the first officers training camp at Fort Oglethorpe, Ga., and soon gained his commission as lieutenant. He did not get across the water but he gave an excellent account of himself wherever he was called upon for service in the cantonments and training camps in this country.

He is quite popular with the hardwood trade and with business interests of the Memphis territory generally and is considered an ideal man for the work which he is to do.

With the Trade

Perkins Sues Standard Furniture Company

According to bill of complaint filed in the United States district court at Utica, N. Y., the Perkins Glue Company, South Bend, Ind., has brought suit against the Standard Furniture Company of Herkimer, N. Y., for infringement of the Perkins' vegetable glue patent. The Perkins company alleges the Standard company has infringed by mixing up and using vegetable glue in gluing up veneered stock for furniture.

Inquiry After American Hardwoods

A circular issued by A. De Jong & Zonen, Amsterdam, Holland, has reached the desk of HARDWOOD RECORD, and it conveys the impression that this company is desirous of getting in communication with American exporters of hardwoods. Inquiry is made for round logs, squares, and "other sawn wood goods," in various dimensions. The company has branches in Antwerp and Hamburg.

Surprise for Returning Soldiers

Former employees of the Kane Manufacturing Company, Chicago, who have been serving in the army and navy, both here and overseas, are pleased to find, upon their return, that their positions are awaiting them. In addition to this, T. B. Kane, the president, is giving the boys a pleasant surprise by presenting them with fifty per cent of their salaries while in the United States' service. This company has leased the premises at 1832-42 South Clark Street, Chicago, thereby adding 75,000 feet of floor space and doubling its output of glue.

The Late Mrs. Edw. L. Davis

The death of Mrs. Edward L. Davis, wife of Edward L. Davis, head of the Edward L. Davis Lumber Company, Louisville, Ky., was one of the saddest that has occurred in the local lumber trade for some time, due to the great devotion existing between Mr. and Mrs. Davis and their one son. Mrs. Davis died on March 15, following a lingering illness of several months. She was forty-nine years of age, and had for years been a very prominent church worker, a fine woman and a wonderful wife and mother. Funeral services were held at the residence on Sunday afternoon, with interment in Cave Hill. A number of lumbermen from the Falls Cities attended the funeral. Claude Sears, of the company, came up from Mobile to be present at the funeral.

Prominent Tie Man Dies

Charles Platt Bush, president of the Ohio Valley Tie Company, and one of the best known railroad tie men in the Central West, recently died at

is none in Louisville left, and a total loss of two years. Mr. Bush was fifty-five years of age, and for a number of years after leaving Ann Arbor University was in the railroad contracting business, aiding in building several important systems. In 1903 he organized the Dean Tie Company, which later became the Ohio Valley T. Company, this concern having important marketing facilities with the Pennsylvania and several other big railroad systems.

Nickey Man to Return from Active Service

Paul B. Berry, for several years with Nickey Bros., Inc., Memphis, Tenn., and well known for his sales connection with that company, has been in the service on the other side since about the beginning of the real fighting of the American forces and writes on March 3 from La Ferte Bernard, France, as follows:

Just to inform you of my early departure for overseas, also to request that you kindly cease sending me the paper in the event of my still being on your mailing list.

It may be you have long since ceased sending it to me as I have not received an issue since I left the 30th Division in July and went to the regular army.

Now I am transferred to the 91st Division and anticipate an early return to the States.

My ten months in Europe carried me through every big battle the American Army enjoyed as well as some trench service in front of Ypres with the British. I am still 100 per cent solid and expect to be back lumbering by May or June.

Very sincerely yours,

PAUL B. BERRY, 1st Lieut. Co. B., 364th Inf., A. P. O. 776, A. E. F.

Dewey Goes to Bay City

James E. Dewey, who for eight and a half years has been with the Stearns Salt & Lumber Company, Ludington, acting as salesmanager for the last seven years, will on April 1 become associated with the Bigelow-Cooper Company of Bay City, Mich. Mr. Dewey will occupy the same position at Bay City.

The Bigelow company was established several years ago to handle the products of the two Kneeland-Bigelow mills and it also operates a maple flooring mill, planing mill and salt block. It is the intention in the future to do a general wholesale business such as Mr. Dewey has previously handled at Ludington, specializing in northern and southern hardwoods. Mr. Dewey has had a long training in lumber. Previous to his connection with the Stearns Salt & Lumber Company, he was in the wholesale business with his brother, Harry Dewey, of New York City and for two years before that connection operated a sawmill at Elizabethton, Tenn. During his wholesale experience, he has handled Pacific Coast products, yellow pine and southern hardwoods in connection with the products from Michigan and Wisconsin. In making the change Mr. Dewey takes with him two Stearns' salesmen, Harry L. Randall, Bay City, and Hugh W. Bates of Grand Rapids, Mich.

Arrow Lumber Company Reorganizing in West Virginia

The Arrow Lumber Company, Parkersburg, W. Va., has been reorganized. James G. Morris, vice-president, has purchased the interests of G. L. Dudley, Sr., and G. L. Dudley, Jr. The business will be continued under Mr. Morris' personal management and the capitalization increased to \$25,000.

The new officers are James G. Morris, president; J. W. Evaul, vice-president; L. B. Wilson, secretary and H. C. Shilling, treasurer.

The new organization also takes over the sawmilling interest of Dudley

& Morris, a partnership, and acquires the interest of the Burkes-Arrow Company, Belle Point, W. Va.

It is the intention of the reorganized concern to continue specializing in heavy timbers.

Conkling Heads Farrin's Southern Department

Frank A. Conkling recently retired from the Korn-Conkling Company of Memphis, Tenn., and Cincinnati, O., and who was one of its proprietors, has gone back with his former associates, the M. B. Farrin Lumber Company, Cincinnati, and now has entire charge of the southern department with headquarters at Memphis. This important office of the Farrin company has in the past been mainly the buying office, but it is expected that Mr. Conkling will develop direct sales to an important extent. He will have associated with him Fred M. Ferguson, who has been in charge of this office, and will specialize mainly in buying and supervision of mill cuts. Mr. Ferguson will continue as formerly, devoting practically all of his time to his former work.

Both Mr. Conkling and Mr. Ferguson are very well known in hardwood circles, and both have gone all the way through the mill in their lumber experience, which has been primarily in the hardwood lines in which the M. B. Farrin Lumber Company deals. Mr. Conkling has personally manufactured a good deal of lumber, is thoroughly conversant with the mill end of the business. He has also had very important inside connections, notably of which is the M. B. Farrin Lumber Company and the Korn-Conkling, of which he was one of the organizers.

Mr. Ferguson is one of the old timers in the hardwood field, having come originally from Michigan. He has been located in various important hardwood sections, having been in Memphis for the past four years as manager of the M. B. Farrin Lumber Company's southern department.

Adds to Woodworking Plant

The Manitowoc Church Furniture Company, Waukesha, Wis., advises that it is now erecting an addition to the factory building and putting in additional dry kiln facilities. The addition to the plant will be in the form of a building 60 by 60 feet to be used as a glue room. This company is a well-known manufacturer of church furniture.

New Wagon Wood Stock Plant for Little Rock

The Davis Lumber Company, manufacturer of wagon woods, has acquired a four and one-half acre tract of land and will erect a plant in Little Rock, Ark., according to announcement recently made by George Firmin, manager of the Little Rock Board of Commerce. The Davis Lumber Company will manufacture at this new plant, wagon tongues, wagon reaches, wagon sides and bottoms and all other kinds of wood which go into the make up of wagons except what is known as the bent-woods. The new plant will be located on the Rock Island Railroad and the Arch Street Pike leading out of Little Rock to the South. The plans are to begin the work of constructing the plant at once, and when ready for operation the plant will consume about 20,000 feet of oak and hickory timber per day.

The officers of the Davis company are M. R. Davis, president; H. K. Davis, secretary and treasurer, and R. M. Davis, manager. The Davises were formerly engaged in business at Gillette, Ark., but through the instrumentality of the Little Rock Board of Commerce and the advantages offered by Little Rock as a wood manufacturing center, they have been induced to transfer their plant to this city. When in full operation the company will have a monthly payroll of \$50,000 or more.



JAMES E. DEWEY, NEW SALES MANAGER
BIGELOW-COOPER COMPANY



THE LATE WILLIAM H. YAWKEY



FRANK A. CONKLING, IN CHARGE MEMPHIS
OFFICE, M. B. FARRIN LUMBER COMPANY

Johnson Becomes Sales Manager for Thane Lumber Company

J. C. Johnson, who was associated with W. L. Briscoe in the sales department of the Thane Lumber Company before the latter formed the W. L. Briscoe Lumber Company, is now in complete charge of the selling end of the business of the first named firm. These two gentlemen sold 24,000,000 feet of hardwood lumber for the Thane Lumber Company during the year of their joint management, representing the output of a band mill at Arkansas City and a circular mill at Watson, Ark. Mr. Johnson will continue to handle the output of these plants but his ambition is to greatly increase the wholesale business of the firm, building it up to several times its present proportions. His offices are in the Bank of Commerce Building, Memphis, and, preliminary to the increased business he expects to do, he is arranging for material increase in his office force.

New Company Takes Over Custom Mills at Memphis

The Ford Lumber Company, recently incorporated by Lawrence W. Ford and others, with a capital stock of \$10,000, has purchased the band mill of Gibson & Whitaker at Memphis, Tenn. Mr. Ford is secretary and manager of the Goodlander-Robertson Lumber Company, and the mill will be controlled by the last named firm. The plant has been closed down and is now being overhauled. Improvements will also be made which will convert it into a modern band plant. It is estimated that about \$5000 will be expended.

W. L. Briscoe Lumber Incorporated at Memphis

The W. L. Briscoe Lumber Company, composed of W. L. Briscoe and T. F. Griffith, is the latest firm to engage in the hardwood lumber business at Memphis. These gentlemen have both had wide experience in the purchase, manufacture and sale of hardwood lumber and know the business from the stump to the consumer. Mr. Briscoe was with the Thane Lumber Company during the past year, being identified with the sales department of that firm. He was for nine years engaged in various capacities with the Paepcke-Leicht Lumber Company and he had charge for 4 years of the entire operations of the Dermott Land & Lumber Company at Dermott, Ark. Mr. Griffith was connected with Steele & Hibbard of St. Louis when the new firm was formed. Prior to that he operated a mill of his own at Batesville, Miss. He has seen service with several companies in Arkansas and Mississippi. He received his earlier training in the Middle Tennessee field. The company, in addition to transacting a wholesale business in southern hardwoods, will sell hardwood lumber on a commission basis. It is now arranging to handle the output of mills in this territory and is closing contracts to this end as rapidly as possible in order to insure a steady supply. It will specialize in mixed cars of hardwood lumber for northern interests not now represented in this territory. These gentlemen, because of their wide acquaintance with both the manufacturing and consuming trade, have the best wishes of a host of representatives of the hardwood lumber industry in their latest undertaking. The offices of the company are in the Bank of Commerce building.

Eastern Concern Changes Its Name

The Mell-Viall Lumber Company, Philadelphia, has changed its name to Mell & Sons Lumber Company, Inc. It is stated that the officers and official standing of the company remain the same.

The company has added to its organization John Harker, formerly of Wiley, Harker & Camp, Philadelphia, who will work in New York, Long Island and eastern New York state, with temporary headquarters at 130 South Broadway, White Plains, N. Y. Charles I. Stevenson, formerly of Lock Haven, Pa., and Johnson City, Tenn., has also joined the company and will handle central and northeastern Pennsylvania territory.

Panel Company's Team Way Up In Basket Ball Contest

The annual basket ball tournament of the Central Association of the A. A. U., held at Chicago, March 14, brought out some new basket ball talent of which members of the panel industry of America may very well be proud. The team of the Edison Athletic Club, an organization maintained by employees of the Wisconsin Cabinet & Panel Company, New London, Wis., was one of the strongest contestants in the tournament and in the wind up scored second place in a list of sixteen nationally reputed basket ball organizations. As a matter of fact the Edison team played off the final game with the Olympic Club of Madison, Wis., to decide the question of first and second position, and after a close game went down to its first defeat after an unbroken string of some twenty-three victories in the season.

While the Edison boys disclaim any alibi for their final defeat for full championship honors, the score was affected very largely in favor of the opponents by technicalities in the game, as for all-round quality of playing, team work and individual efficiency, the Edison team was head and shoulders above any organization which it met.

Among the contestants were widely known clubs such as the Illinois Athletic Club of Chicago, the famous Camp Grant team, Camp Grant, Ill., St. John's Military Academy and the Gary Independents.

The Edison team is made up of the following men: Geo. W. Demming, manager; L. E. Shallberg, James White, Archie Schaller, Louis Steffes, Harry Hertz, Max Giedlinski, Roy White, Victor Walsh.

The group picture of the team is shown on this page and it is interesting to note that three members of the organization are full-blooded Indians. They seem to have taken naturally and delightedly to the game, which brings into play the strategy, agility and endurance for which the American Indians are famous.

Altogether the Edison boys can be proud and pretty well satisfied with the outcome for there is another year ahead, and that is a goal worth working for. The team came into Chicago a dark horse and went out a respected and popular organization, which had the crowd with it all the way through.

Pertinent Information

Regarding Government Owned Building Material

It is announced by the War Department that 90 per cent of all building materials owned by the War Department is held by the construction division of the army. An inventory of surplus of such materials as of December 31 showed that the government has a total investment of approximately \$12,000,000 in this material. A good deal of this material, though, has since been transferred to other construction work and a good deal of it has been retained for maintenance and repair. As a result of these transfers and several hundred thousand dollars in sales, the surplus on March 1 amounted to \$7,500,000, and the surplus stock of construction equipment, etc., had shrunk to approximately \$2,000,000. The transfers to going jobs are continuing at such a rate that sales have been discontinued at many projects and the amount of building materials that will actually be sold will run a very small figure. A contract for disposing of any considerable quantities of lumber held by the War Department has been made which will take care of the large items in the building material classification.

Pass One Thousand Mark

The National Hardwood Lumber Association has announced that its membership has passed the 1,000 mark and is still climbing. The March official bulletin of the association, in commenting on the net result of the membership campaign, says:

A few years ago the attainment of this high point of development seemed hardly possible, but for all that, it was an object kept steadily in view and every plan and effort bearing upon it were employed to the utmost. At times our gains were small and slow and during the course of one year—that in which the war broke out—we were carried backwards somewhat in the general recoil. The year following, however, saw us ahead again with all retrogression more than made good, and now near the close of the current association year—a year replete with trade depressions, shiftings and uncertainties—we have crossed the line.

Knowledge Needed in Business

The United States Shipping Board has prepared lists of books dealing directly with matters connected with our foreign business and trade. It is assumed that much information will be needed by the American people in the new trade expansion that is believed to lie immediately ahead of us. This country is destined to take a great part in the world's work in the future, and education for it is part of the preparation. The shipping board has prepared lists of appropriate books for persons who desire to qualify for more efficient work. The names of the lists follow:

Books descriptive of foreign countries with which we expect to do business. The books on this list relate to practically the whole world.

Books on foreign languages, among which are French, Italian, Portuguese, Russian, Japanese, Chinese, Hindustan, and Arabic.

Books on world trade, covering numerous subjects.

Books relating to ships and the ocean, historical, commercial, and literary.



Another Commission Sent Abroad

Industrial conditions in Europe with special reference to the building business are being investigated by R. R. Otis of Atlanta, Ga., a member of the Employers' Industrial Commission. Mr. Otis is one of the most prominent builders in this country, and the information he obtains abroad will, it is expected, be of great value to the trade.

The commission was sent abroad under the auspices of the Department of Labor, and its aim is to collect data from European sources which will enable the United States to profit from what has been experienced and what is being accomplished abroad in the interest of better relations between employer and employee, and in the interest of business as a whole.

One of the subjects that will be investigated is the methods of the government and the attitude of the employers in handling problems of production that arose during the war. Special reference will be made to the adjustment of labor disputes both as to wages and to labor's voice in management.

Favor Net Rates on Logs

Director Chambers, of the U. S. Railroad Administration, according to J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, has "agreed to immediately establish net rates on logs, bolts and billets into milling points providing the establishment of such rates will not reduce the carriers' earnings." He made announcement to this effect immediately after his return some days ago from Washington, where he conferred with Director Chambers and other officials of the administration.

Mr. Townshend is authority for the statement that the opposition so far manifested by the carriers against application of the net rates is based on the belief on their part that products manufactured from logs, bolts and billets are largely consumed locally and that they should therefore carry the gross rates. He is of the opinion that, if members of the association will file reports showing that the bulk of their products are shipped away and not consumed locally, all this opposition will disappear. He has therefore requested members to make up such reports in duplicate to be filed with the association so that a copy of each may be forwarded to the railroad administration at Washington.

Must Provide River Terminals to Insure Barge Service

Unless Memphis builds river terminals here that are in keeping with the requirements of the situation, there is a possibility that the barge line being established on the Mississippi river may leave this city high and dry.

This is the substance of a message brought to business men of this city by M. J. Sanders, federal director of transportation on the Mississippi and Warrior rivers, and James E. Smith, St. Louis, president of the Mississippi Valley Waterways' Association.

Memphis acquired the property of the old River & Rail Storage Company and converted this into river terminals. It develops, however, that, while these are ample for package freight, they are wholly inadequate for hauling lumber and other commodities shipped in carload lots. The Lumbermen's Club recently went on record as favoring terminals for handling car load freight, leaving the present ones to look after package traffic. The city spent approximately \$275,000 for the present terminals and still has something like \$225,000 of the bond issue of \$500,000 for that purpose. The club appointed a committee, or rather continued its old special committee, to take the subject up with the other business organizations in Memphis.

Regarding Disposal of Wood Left in Belgium by German Army

It is reported from Belgium that in their retreat the Germans left on hand large quantities of wood which had been accumulated for the maintenance of their armies. A great deal of this wood has been gathered through spoliation of Belgium supplies when the Germans looted lumber yards, forests and buildings. The lack of wood for public consumption was complete in 1918 and the price of the rare quantities found which were hidden to prevent requisition attained ten times their real worth.

The Germans abandoned important quantities of wood in Belgium to the extent of 2,000,000 to 3,000,000 cubic meters of various species. It is stated, though, that the largest part of this is not suitable for reconstruction. The principal stocks are in Antwerp, Ghent, Bruges and Tournai. In Antwerp the Germans left between 500,000 and 800,000 cubic meters, all piled up together, being a mixture of logs, planks, boards and other specifications. It will require several months to classify and remove this wood, but as it now obstructs the quays, it must be removed. The materials are not dried and are mostly unfit for building work.

A great deal of the wood was imported from Russia by railway. It is established that this imported quantity reached the total of 1,700,000 cubic meters, of which 1,000,000 meters were left in Belgium, consisting mainly of pine. It is stated that the demands for revictualling the population hinders the revival of commerce because the means of conveyance is used mostly for distributing food, and the railways and canals were very largely destroyed by the retreating Germans. The want of horses and motor cars also aggravates this situation. Partial sales of the inventoried portions cannot take place before May, 1919. In fact, it would be useless to sell before this as the means of conveyance will not be re-established at an earlier time.

The report coming from the American Woods Bureau states that it is important to inform American exporters that the woods remaining in

Belgium are not fit for reconstruction work and that American manufacturers must foresee orders of consequence for some months. The writer of this report says that the wood manufacturers in Belgium are confident of the future recovery of business and they are already desirous of buying. He also speaks confidently of the solvency of the Belgian purchasers.

Building Permits for February

Building permits officially reported to The American Contractor from 153 cities of the United States total \$32,058,628 for February, 1919. Compared with the total of \$21,680,314 for the same cities for February, 1918, this indicates a gain of 48 per cent over last year at this time; and compared with the total of \$23,869,215 for January, 1919, a gain of nearly 35 per cent over the month previous. The improvement is even more marked when it is considered that January, 1919, showed a loss of 12½ per cent over January, 1918. It is evident that the construction outlook is improving.

However, comparing the total for February, 1919, with the totals for previous Februaries, shown in the following table, the February of the dull year 1918 is the only one over which the current February shows a gain.

Year	No. Cities Reporting	No. of Permits	Estimated Value
1919.....	153	17,037	\$32,058,628
1918.....	153	11,220	21,680,314
1917.....	115	14,544	52,739,254
1916.....	107	16,977	54,021,755
1915.....	81	.....	44,280,506
1914.....	77	.....	47,351,171

The mean average of estimated amounts for building permits per city for the six years included in the table is \$412,781. The average per city for 1919 is \$209,533. While this is of necessity a rather rough method of estimating because a city is not a fixed unit by any means, still it furnishes a fairly good comparison. By this comparison February, 1919, is still shown to be about 50 per cent below the average for the last six years.

Little improvement is shown over January in the average value of the individual building permits. The average estimated value of permits for January was \$1,700; for February, \$1,900. Construction is for the most part still confined to repair work and minor projects.

Of the 153 cities reporting, 97 show gains over 1918. Among the important cities showing gains are New York City, Philadelphia, New Orleans, Milwaukee, Minneapolis, Los Angeles, Detroit, Portland, San Francisco, Toledo and Seattle. These cities represent every section of the United States. In almost every section other important cities show losses. Some of the latter are Chicago, Baltimore, Boston, Cincinnati, Cleveland, Duluth, Kansas City, Pittsburgh, St. Louis and Washington, D. C.

Standard Wagon Width

In a great many instances dealers have gotten the impression that the present standardized track of farm wagons is the same as the former narrow track wagon. This is absolutely wrong. The former narrow track was 54 inches center to center of tires on ground; the former wide track was 60 inches; the present standardized or auto track is 56 inches center to center of tire on ground. From this it can be readily seen that the present track is but four inches narrower than the former wide track wagon and is at the same time two inches wider than the former narrow track.

There is only one width for motor trucks, and it is considered equally desirable to have but one for horse-drawn vehicles, including buggies.

Hardwood News Notes

MISCELLANEOUS

The Wilder Manufacturing Company, St. Louis, Mo., has sustained a loss by fire.

The Fuller-Goodman Company, Oshkosh, Wis., has increased its capital to \$200,000.

The Arkadelphia Milling Company, Arkadelphia, Ark., is closing out its lumber department.

Recent incorporations are: The Consumers Box Company, Crystal Springs, Miss.; the Carolina Lumber Products Company, Augusta, Ga.; the Greenpoint Packing Box Company, Brooklyn, N. Y., capital \$10,000.

CHICAGO

The Official Hand-Book, volume 30, of the National Hardwood Lumber Association is just off the press. The book is the largest and most representative ever published. Since the previous edition, November, 1918, seventy-three new members have been added, making a gross gain for the current fiscal year of 183. As noted elsewhere in this issue, this brings the membership over 1,000.

In another part of this number will be found an interview with Ernest

W. Tickle of the well-known Liverpool, England, firm of Tickle, Bell & Co. Mr. Tickle on leaving Chicago worked east toward the Atlantic coast and anticipates sailing for home early in April.

The National Implement and Vehicle Association announces it has moved to its new address, 72 W. Adams street, suite 900-906.

R. J. Lockwood of the Memphis Hardwood Flooring Company, Memphis, Tenn., and president of the Oak Flooring Manufacturers' Association, has made two trips to Chicago within the last two weeks. On his second trip he brought Mrs. Lockwood with him. Mr. Lockwood is putting all kinds of pep into the administration of his new duties as president of the flooring association and definite results may be expected from his work.

A. M. Richardson of the A. M. Richardson Lumber Company, Helena, Ark., made two hurried business trips to Chicago during the last couple of weeks. Mr. Richardson said things are going along splendidly with them and anticipates very active development of buying demand.

"Bill" Wheeler of the Wheeler Lumber Company, Marshfield, Wis., was in town a few days ago on one of his rather frequent visits to the center of lumber consumption. Mr. Wheeler seemed fairly happy over his lot as a lumberman in spite of an earnest discussion he had with Bob Lockwood of the Memphis Hardwood Flooring Company as to the average lumberman's right to live in view of the meager proportionate results he gets out of the time and investment he puts into his lumber business.

Sam A. Thompson, manager of the lumber department of the Anderson-Tully Company, Memphis, was one of the delegates to the National Wholesale Lumber Dealers' Association convention at Philadelphia last week. Mr. Thompson passed through Chicago both going and coming, and expressed himself as pretty well pleased with the developments in hardwood buying.

W. T. Culver of the Stearns Salt & Lumber Company, Ludington, Mich., and various other hardwood interests in the North and South, was in Chicago a few days ago attending a meeting of salt producers. Mr. Culver has just issued the announcement that the famous lumber interests of the Stearns company of Ludington are being closed out there and henceforth the northern hardwood lumber department will be concentrated on the two big operations, the Stearns & Culver Lumber Company, L'Anse, Mich., and the Consolidated Lumber Company, Manistique, Mich.

V. L. Clarke, president of the Des Moines Saw Mill Company, Des Moines, Iowa, spent several days in and around Chicago last week. Mr. Clarke seems to feel that prospects are good for the continued expansion of public demand for walnut and walnut goods.

F. E. Latimer of the Foster-Latimer Lumber Company, Mellen, Wis., was in Chicago for a few days last week.

Arthur F. Moul, who has been connected with the wood section of the Navy Department at Philadelphia, primarily under naval aviation, and who shortly will be associated with his father in the Hanover Bending Works, Hanover, Pa., passed through Chicago last week on his way home from a conference with officials of the Forest Products Laboratory at Madison, Wis. Mr. Moul is making an exhaustive study of cost methods and intends to institute a very thorough cost system on taking up his new duties at Hanover.

J. H. Walsh of the Chicago firm of Upham & Walsh, Inc., successors to Upham & Agler, is looking for advice. Mr. Walsh has long had a hope of some day tacking up a shingle "Walsh & Son," whereas last week he was presented with his fourth daughter. There is no doubt about his being tickled to death with his growing family, but Mr. Walsh asks if it wouldn't be strange to put up a sign "Walsh & Daughter." We might suggest to him that he use the following as the ultimate style of his lumber activities: "The Misses Walsh & Father."

It is a toss up between E. W. Meeker, our honorable managing editor, and Mr. Walsh, above mentioned, as to which one has claim to be the proudest father in the land. Mr. Meeker's daughter is just a few weeks old, having landed in Chicago on March sixth. If she develops into an obedient child, she will answer to the name of Martha Eugenie.

George F. Kerns of the George F. Kerns Lumber Company, city, was one of the delegates to the National Wholesale Lumber Dealers' Association convention, spending most of the week at Philadelphia and having returned for the week-end.

C. B. Dudley of the Dudley Lumber Company, Memphis, Tenn., came through Chicago this week on his way home from the wholesalers' convention at Philadelphia.

The Fox Hardwood Lumber Company has been incorporated at Centralia, Ill., with a capital of \$40,000.

J. D. Andrews, secretary and treasurer of the Andrews Lumber & Mill Company, died recently.

H. J. Carney & Co. recently began business at 23rd and Laffin streets, Chicago, handling hardwood lumber.

The Victory Cabinet Company has been incorporated at Chicago.

MEMPHIS

R. J. Wiggs, president of the Darnell-Love Lumber Company, Leland, Miss., was a recent visitor in Memphis and reported that logging operations in his territory are exceedingly small as a result of the heavy rains that occurred therein a few days ago. He also reports the market as showing substantial improvement.

R. M. DuBose, vice-president of the Lamb-Fish Lumber Company, Charleston, Miss., is another Memphis visitor who reports conditions

as showing substantial improvement from the standpoint of increase in demand and volume of business. Mr. DuBose says the plant of the company is operating steadily and that the percentage of increase in shipments is quite large. He is accompanied here by George Land, traffic manager for this company.

F. R. Gadd, manager of statistics for the American Hardwood Manufacturers' Association, is in Washington. He accompanied the delegation of five members appointed by President Carrier to participate in the conference between the industrial board recently named by Secretary Redfield, of the Department of Commerce, and representatives of the lumber industry for the purpose of stabilizing prices on lumber and other basic materials entering into building operations. The gentlemen representing the association are: M. W. Stark, St. Albans, W. Va.; R. L. Jurden, Memphis, Tenn.; James E. Stark, Memphis, Tenn.; W. E. DeLaney, Lexington, Ky., and T. M. Brown, Louisville, Ky. The association feels that, in view of the fact that lumber has advanced only 52 per cent over pre-war prices as against an advance of something like 150 to 200 per cent in steel, cement, iron and other basic materials, the lumber manufacturers of the country have everything to gain and nothing to lose by the stabilization plans outlined by Secretary Redfield. They anticipate that the outcome of the stabilization proceedings will be a material increase in demand for lumber for the building trades as well as for industrial activities generally because, in their opinion, such proceedings will remove the uncertainty about prices now in the public mind and will start the wheels of industry turning again in a wholly new way.

The Memphis Corporation, with a capital stock of \$50,000, has been formed to purchase a portion of the assets of the Memphis Lumber Company which went into the hands of a receiver July 1, 1918, for the benefit of its creditors. The yards and stock of lumber here have been acquired and a general retail lumber business will be conducted under the management of V. R. Smith, who was trustee of the old company. John W. McClure, Bellgrade Lumber Company, is president; Frank F. Hill, head of the Union & Planters Bank & Trust Company, is vice-president, and R. S. Polk, also identified with the Union & Planters, is secretary-treasurer.

W. H. Perkins, former manager of the Wyatt Lumber Company, Gandi, Iowa, has been placed in charge of the Bradley Lumber Company at Warren, Ark., according to announcement made by the hardwood department of the Chicago Lumber & Coal Company at Memphis. The Bradley Lumber Company is one of the producing firms identified with the Chicago Lumber & Coal Company.

"Alluvial Empire News", the organ of the Southern Alluvial Land Association, is the latest publication to make its appearance in Memphis. It will be issued monthly and will contain the latest news of developments in the southern alluvial region of the lower Mississippi Valley. The first issue appeared here last week. It is edited by F. D. Beneke, the experienced newspaper man who recently succeeded F. E. Stonebraker as secretary of the association, and it promises to be bright, newsy and attractive as well as an excellent medium of news regarding one of the coming regions of the United States.

Miss G. Gwinner is the new salesmanager of the Chisca Lumber Company. She succeeds Charles T. McManus and is in entire charge of the Memphis offices of the firm in the Randolph building. Miss Gwinner has been a "lumberman" for the last twelve years, having been formerly treasurer of the L. D. Murrelle Lumber Company. She is therefore not in the least abashed over her new duties which involve, among other things, the sale of the output of mills at Pace, Cleveland and Josephine, Miss.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, is quite ill at his home on Carr avenue and fear is entertained that he is suffering from typhoid fever. Mrs. Townshend is also ill from the same malady.

Demand for hardwood lumber is steadily increasing throughout the southern hardwood field and the volume of business is expanding daily. Some members of the trade complain of irregularity in the flow of orders but all agree that good days are coming much closer together and that the number of bad ones are getting further and further apart. They all agree, too, that inquiries are coming in sufficiently rapidly to suggest further material expansion in buying in the near future. In the meantime, production of hardwood lumber is exceptionally limited. Logging operations are smaller than they have been for years at this date and there is so much water in the lowlands that prospects are not at all favorable for any increase in the quantity of timber coming out. The mills are confronted with the greatest log shortage in fifteen years and they are forced to operate intermittently at best. Every effort is being made to overcome the log shortage but with indifferent success. The heavy rains of the 15th, 16th and 17th, which extended all over the lower Mississippi valley, put the woods in such condition that logging is almost at a standstill. The Mississippi river at Memphis is rising and indications are that it will go to a stage of thirty-seven feet from the water now in sight. With lumber sales increasing, with shipments growing larger and with production decreasing instead of increasing, stocks are getting lower every day. The situation is regarded by members of the trade as exceptionally strong and there is a disposition among hardwood lumber interests here to anticipate higher prices. Firmness characterizes practically all lumbermen and this is based on two conditions: (1) Knowledge that mill stocks are already sharply below normal and decreasing further every day, and (2) belief that, as soon as the peace treaty is signed, there will be a rush for lumber without precedent in recent years. Lumber manu-

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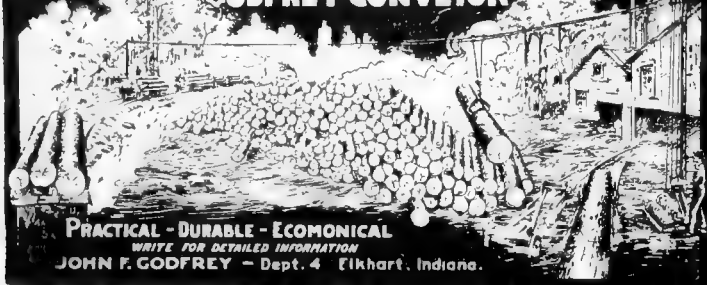
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facturers are taking into consideration also another salient point, the failure of production costs to decline. Labor may be a shade cheaper but other cost elements are just as high as they have been heretofore and the man who has lumber on sticks now is thinking seriously of what it will cost him to replace it before getting the consent of his mind to shade his prices.

All items have decreased materially since the first of the year and it is learned on reliable authority that mill holdings have lost more since January 1 than they have lost during any similar period in something like fifteen years. The heaviest losses have been in gum, with special reference to inch firsts and seconds sap, in inch No. 1 common cottonwood and in practically all grades of oak. The position of oak is exceptionally strong while the entire market is in better position now than it has been at any time since the armistice was signed.

Domestic transportation conditions are quite satisfactory and there is little complaint on this score. There is little export business for the reason that ships cannot be secured to transport lumber overseas.

CINCINNATI

With hardwood stocks greatly reduced and none of the mills producing anything like normal quantities of lumber, the market in this city is stronger than for some weeks. The natural laws of supply and demand upon which buyers relied to force prices down are operating just the reverse and because of the scant supplies, prices are showing an upward tendency.

With the stocks so low and the quantities broken, hardwood men say there is every indication that prices will get even better. All talk of a general lowering of hardwood prices are scouted by hardwood industrial leaders who say that so long as the things that enter into the cost of hardwood, such as labor, freight and general overhead are high, prices will remain so. As there is no indication that the cost of these will be reduced in the near future, hardwood men assert that the cost of their product will remain at about the present level or higher, if anything.

Buyers continue to show a tendency to wait in some directions. There has been some cautious buying by yard men on oak flooring but not very much. Some of the mills are increasing the prices on cherry. The attitude of the buyers is very clearly shown by the experience which a number of hardwood companies have had. Some have had inquiries from the same prospective customers three and four times since the first of the year, each time the inquiry leaving the impression that a big order would be forthcoming if prices showed a tendency to lower. To some of these inquiries, sellers have quoted higher prices with each successive inquiry.

It is very apparent that buyers lack confidence in the stability of present prices and sellers show determination to maintain them until other things that go into the cost of hardwood begin to come down from the present levels.

Hardwood men are not expecting much immediately from the "buy-your-own-home" movement which is being agitated from one end of the country to the other. Should this movement gain the momentum that its promoters are striving for, hardwood men say the tendency would first be felt in the yellow pine market which provides the greatest sinews for general building. Afterwards, they say they would come in for considerable business on hardwood flooring, interior finishings, etc., for the better grade of houses. The demand at the present time for hardwoods comes mostly for industrial consumption, furniture, musical instruments, etc.

CANADA

A. S. Carson, C. E., of Montreal, P. Q., has been appointed general secretary and manager and permanent organizer of the Association of Canadian Building and Construction Engineers. Mr. Carson has had over thirty years of engineering experience and business connections on a large scale.

J. H. Lavalee has opened an office in the Royal Bank building, Toronto, under the name of the Anglo-Canadian Export Lumber Company. Mr. Lavalee, who will specialize in exporting to Great Britain, was formerly with the Orillia Export Company.

R. G. McWethy of the Gill-Andrews Lumber Company, Wausau, Wis., was in Toronto and other cities recently making new connections for his firm.

The Beaver Timber & Tie Company, Ltd., has been formed with a capital stock of \$100,000 and headquarters in Toronto. The organization, of which Edward Howell is president, and Thos. Elliott manager, have acquired the timber rights and former sawmill site of the Maple Lake Lumber Company near Spragge, Ont. The company will build a mill at the junction of the Serpent river and Lake Huron on the C. P. R., and intends taking out a considerable quantity of timber. The mill of the Maple Lake Company was burned three years ago.

L. B. Beale of Vancouver, B. C., who has been lumber commissioner for British Columbia in Great Britain, during the past few months, has returned to Canada and will make his headquarters in Winnipeg, having been appointed a British trade commissioner for the western provinces.

J. H. Dansereau of Montreal and Three Rivers, P. Q., has sold one of his mills and limits to the Donnacona Paper Company of Donnacona, P. Q. The limits cover an area of 183,000 acres and the mill has a capacity of 20,000,000 feet of lumber per annum. Mr. Dansereau still retains his mill at Three Rivers and his timber limits on the St. Maurice.

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yards now to meet the requirements of
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a dependable supply in all grades and
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The capital stock of Price Bros. Company, Ltd., Quebec, P. Q., which operates extensive paper, pulp and sawmills, has been increased from \$5,000,000 to \$10,000,000, and its industrial activities will be greatly extended.

The International Land & Lumber Company of Ottawa has elected Roland Hughes of Alpena, Mich., as president to succeed the late J. L. Bates. The company is enlarging its sawmill at St. Felicien, P. Q., and increasing its capacity to 10,000,000 feet a year. Next season the company, which has contracted for the delivery of half a million ties to the Canadian National Railways, will conduct very extensive timber operations.

The Canadian Timber Products Association, consisting of a number of Canadian manufacturers, has been offered an order for 10,000 portable houses for France and Belgium. The order, valued at \$7,000,000, was made by the French government to A. G. Rose of Ottawa, who represents the association in France. Unfortunately, a difficulty has occurred in regard to providing transportation, on account of the high rates asked by the steamship companies. On working out the cost it was found that the carriage rates asked for transportation were eight to ten times those of pre-war charges, and amounted to over \$2,000 per carload of the finished article. Energetic steps have been taken to get the Canadian government to provide transportation at reasonable prices.

The number of accidents in the sawmills of Ontario during the past year was greater than during the previous winter, according to the annual report of the Workmen's Compensation Board. The total number of accidents resulting in permanent disability was 69 and in temporary disability 831. The rates of assessment during the coming year are: Logging, \$1.20 for each \$100 paid out in wages, and, sawmills, \$1.60, which is an increase of 10 cents over 1918. The board reports that the rate of assessment on sawmills in Ontario is very low compared with Ohio, where the rate is \$3.85; Michigan, \$4.50; New York, \$10.02, and Pennsylvania, \$4.16.

BUFFALO

The Buffalo Lumber Exchange lately appointed a committee composed of M. S. Burns, O. E. Yeager and C. N. Perrin to draw up resolutions on the death of Anthony Miller.

R. D. McLean is planning a trip to England and the Continent in the near future to look over the hardwood outlook.

Jackson & Tindle of this city, and the Fesserton Timber Company of Toronto, are objecting creditors in the bankruptcy case of Harry McNeil, a lumber wholesaler, who did business here for a number of years, but whose affairs became involved several months ago. It is charged that he made false statements to his creditors for the purpose of obtaining

lumber and that he was insolvent at the time. It is also alleged that he removed property with the intention of defrauding. Justice Hazel has designated James W. Persons, referee in bankruptcy, as special master to hear the charges.

The thirty-second annual meeting and election of the Buffalo Lumber Exchange was held this month, with a large attendance. After the receipts of reports of various officers and committees, the following officers were elected: President, Clark W. Hurd, who succeeds Horace F. Taylor, who has held the office two years; vice-president, Harry L. Abbott; secretary-treasurer, John S. Tyler. Directors were chosen as follows: Clark W. Hurd, Harry L. Abbott, Nelson S. Taylor, Harry T. Vars, Harry A. Plumley, Arthur J. Yeager, Elmer J. Sturm, Harold B. Gorsline, John S. Tyler, C. Ashton McNeil and M. P. Kinsella.

James W. McConkey of the Shingle Mills Selling Company, North Tonawanda, was arraigned before Justice Hazel in Federal Court March 13 on a charge of conspiracy to defraud the government on shipments of lumber, which it is claimed were overbilled. He was released on \$2,000 bail after pleading not guilty. He was indicted with Asa K. Silverthorne, Frederick W. Silverthorne and Edward B. Woodworth. The Silverthornes pleaded not guilty and are out on bail. Woodworth, who is claimed to be ill, was not arraigned.

Buffalo is still behind 1918 in building operations, but March may help to reduce the discrepancy, since some improvement has occurred this month. The first two months of this year showed a total of \$526,000 in permits, as compared with \$930,000 in the same period of 1918, or a falling off of 43 per cent. Most of the planing mills are reporting trade as very slow to develop, but they are looking for a change for the better in the near future. It is not likely to come about from private initiative, since timidity is felt by a large number of builders, but the city will go ahead and spend money freely for building and other municipal purposes, in order to lessen unemployment.

PITTSBURGH

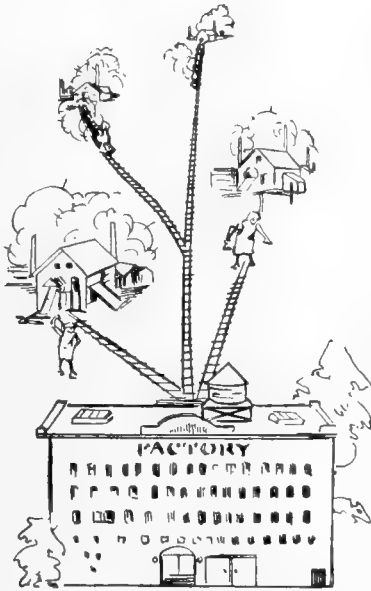
Pittsburgh City Councils are trying to get dealers in lumber and builders supplies to reduce their prices enough to encourage the start of a healthy building boom in this city.

The State Forestry Commission of Pennsylvania has bought 8,000 acres more land in Wharton township, Potter county, for a forestry reserve.

The Aberdeen Lumber Company reports some more business in gum and cottonwood. The manufacturers are beginning to buy and prices on low grade stock are at least \$2.00 higher than last fall.

Recent reports from western Pennsylvania, eastern Ohio and West

The Education of Our Mills in Accord with Your Needs Is Insurance of Uniform Quality



The ability to ship overnight a ten or fifteen car order of one grade and thickness of hardwoods is the result of careful planning, and of careful schooling of our mills. We have made that record several times. Our ability is hinged on our having a comprehensive organization, enabling us to ship from five different points at one time on one order.

This ability, backed by absolutely straight grade shipments, is a combination of real value to any buyer especially under present conditions.

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MANUFACTURERS AND WHOLESALE
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FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

Virginia, show that about eighty per cent of February building was private work. Indications show that there will be a big gain in the amount of public buildings this month.

E. H. Schreiner of the E. H. Schreiner Lumber Company, is in the East this week on a business trip. His company reports the bulk of the business in manufacturing and industrial lines.

W. W. Dickey, president of the West Virginia Lumber Company, has bought a big lot in McKees Rocks, a suburb of Pittsburgh, and will establish a large lumber yard this spring.

L. L. Satler of the Satler-Hamilton Lumber Company, believes that the final signing of peace terms will mark the turning point in general business and the beginning of a big buying movement in lumber. E. B. Hamilton of this company is in the South this week.

The Frampton-Foster Lumber Company, one of the big hardwood concerns in the city, reports that its industrial trade is keeping up very nicely. Railroad demand is not very encouraging, but a large amount of lumber is being sold to big steel interests.

BALTIMORE

The probability of Pacific coast timber being brought here by water through the Panama canal, to be converted into lumber and distributed throughout the eastern part of the country, was indicated by developments at a meeting of the Board of Estimates March 18, when George R. Willis, an attorney, requested information from the board for his clients, the Weyerhaeuser Timber Corporation of Tacoma, Wash. The company purchased some eighty acres of the Old Quarantine tract from the city nearly two years ago, with a view to establishing a distributing depot here for Pacific coast woods, and Mr. Willis explained that the company now wished to start developing the land, this step having been deferred because of the war. He declared that the company wanted a channel 100 feet wide out to the main channel, and sought information regarding the franchise charges for erecting a bulkhead and pier. He also wanted to know something about the methods of building a turning basin. Part of the land is under water and will have to be filled in to make a suitable pier. The company, he said, intended to load the cut timber on lighters, which could be navigated to Baltimore, where the timber might be converted into lumber. The board made it plain that it was disposed to put the charge as low as possible in order to encourage the development, the regular charge being half a cent per square foot a year. Mr. Willis is to lay the matter before his client and then present more specific plans to the board. It was stated about the time the purchase was made that the proposed development would not be undertaken until after the war. Reports have named

George F. M. Hauck, president of the T. J. Sbrzyock & Co., Inc., as the manager of the Weyerhaeuser depot when it is established. From Baltimore large shipments to foreign countries would be made.

M. L. Himmel & Son, manufacturers of office furniture, have obtained a verdict for \$268,200 against the city from a jury in the circuit court here for the property which the municipal authorities propose condemning and making a part of the civic center, near the city hall. The firm has a factory fronting on Gay street and extending through to Frederick street. Counsel for the city contended that the place was not worth more than \$135,000, but the jury was of a different opinion. In addition to the amount mentioned the firm is to retain its machinery, upon which a value of \$47,000 is placed.

Among visitors here in the last week were Charles C. Morse of the Morse Brothers' Lumber Company of Rochester, N. Y., and Helen, Ga., and E. C. Paxton of the Paxton Lumber Company, Bristol, Tenn. Both were on business trips and reported that the trade was rather quiet.

T. B. Bledsoe of the wholesale hardwood firm of Brown, Bowman & Bledsoe, Munsey building, has gone on another trip down in North Carolina and adjacent states, and so far has met with rather encouraging results.

COLUMBUS

A meeting of lumber dealers from Marion, Crawford, Union, Delaware, Hardin, Logan and Morrow counties was held at Marion, O., last week to discuss conditions and problems arising out of the war. The meeting was that of a section of the Ohio Association of Retail Lumber Dealers. It was the consensus of opinion that lumber prices would not go lower and most likely they might be higher in the near future. The meeting was addressed by T. C. Callahan of Dayton and Finley Tarrence of Xenia, secretary of the state association. The dealers went on record as favoring the building campaign which has been organized in many sections of the country.

The authorized capital of the Central Lumber & Supply Company of Niles, O., has been increased from \$10,000 to \$20,000.

The stockholders of the Columbus Lumbermen's Club met recently in annual meeting for the election of directors. Reports for the year showed that the club has been unusually prosperous. A luncheon is served each noon at the club rooms at High and Chestnut streets, which is usually attended by from thirty-five to fifty members. Directors elected were W. L. Whitacre, Frank E. Rogers and Charles Dawson. There are four holdover directors. The new board of directors will meet soon to select officers for the coming year.

Martin Gross of the Gross Lumber Company, Bellevue, Ohio, has returned from a pleasure trip to Hot Springs, Ark.

A. H. Cobham of the W. M. Ritter Lumber Company is the proud father of a baby girl born early in March.

Edward H. Glessey, Jr., a son of E. H. Glessey of the Glessey Lumber Company, since his discharge from the army has made a connection with the Lyman-Hawkins Lumber Company.

Sergeant Paul Bartelle, a son of J. P. Bartelle of Toledo, secretary of the Union Association of Lumber, Sash and Door Salesmen, died in Germany recently as the result of an attack of influenza. He was connected with the army of occupation and was expecting to return home soon. He was in the 166th Regiment, a part of the famous Rainbow division.

R. W. Horton of the W. M. Ritter Lumber Company reports a good demand for hardwoods. Factories are the best customers at this time, although some orders are received from retailers. Concerns making vehicles and implements are in the market and the same is true of furniture factories. Prices are firm all along the line at former levels.

EVANSVILLE

Instead of holding its monthly meeting on the second Tuesday in April, the Evansville Lumbermen's Club will give a banquet on the night of April 22, at a local hotel for their members and families. A theater party will follow.

Because of the bad weather that has prevailed in many sections of the South for some time practically no logs are being received by the hardwood mills in this section, causing some of the mills to close down. Harry Roy, representing the W. R. Willett Lumber Company, Louisville, Ky., while in Evansville a week ago, said he had recently made a tour of the southern states and reported that he had never seen the logging conditions in that section so bad. Mr. Roy was quite optimistic regarding trade conditions and stated that while he did not expect to see real estate men engage in speculative building on a large scale this year, he does look for considerable other building in the Middle West. He looks for a real building boom to be under way by the first of next year.

The Bell's Knob Mill Company recently filed articles of incorporation at Madisonville, Ky. The incorporators are: Stafford and Emily R. Phillips, Columbus, O., and Robert S. and Hesley Hans Slaton, both of Morton's Gap, Ky. The company will erect a sawmill at Morton's Gap at once and engage in the wholesale and retail lumber business. Its principal office will be at Morton's Gap.

The John Obrecht Sons Manufacturing Company, maker of spokes and hubs at Tell City, Ind., recently closed the deal for the purchase of the plant of the Hawesville Hub and Manufacturing Company at Hawesville, Ky. As soon as the Hawesville plant has been overhauled and repaired the new owners will use it to manufacture wagon hubs and porch and lawn furniture and will give employment to quite a large number of men.

Fire of an unknown origin destroyed the plant of the Clearfield Heading Company at Clearfield, Ky., at a loss of about \$15,000, covered by insurance. It is expected the plant will be rebuilt soon.

The Columbus Wood Turning Company, Columbus, Ind., has filed articles of incorporation with the secretary of state at Indianapolis and will erect a factory building at Columbus for the manufacture of wooden handles and other implements. It is capitalized at \$25,000. The directors for the first year are Harry E. Chapman, Virgil W. Seal, David C. Behrman and Albert W. Phillips.

Announcement has been made by the Evansville Chamber of Commerce and the Evansville Manufacturers' Association that plans are under way for a big industrial exposition for Evansville this fall. Temporary buildings for the exhibits will be erected in Garvin Park. It is expected the exposition will cost over \$100,000.

At a recent meeting of twenty leading capitalists of Evansville over \$50,000 in stock was subscribed toward the organization of a company that will make tractors and trucks that were developed by Graham Bros., well known manufacturers of this city. The company is capitalized at \$1,000,000. A factory building will be put up and will be ready for operation by August 1. Among the stockholders in the company are the following: Daniel Wertz, Maley & Wertz; Benjamin Bosse, Globe-Bosse-World Furniture Company; John D. Craft, Hercules Buggy Company; A. F. Karges, Karges Furniture Company. The concern will be one of the largest of its kind in this part of the country.

The lumber manufacturers of this section, as well as the owners of wood-consuming factories in Evansville and other cities and towns along the Ohio valley, are interested in the announcement that a South American trade bureau has been opened in the Boehne building, this city. The bureau is in charge of W. Chamberlain, who spent several years in South American countries.

George O. Worland, secretary and manager of the Evansville Veneer Company, has returned from Mobile, Ala., where he spent several weeks looking after the company's factory in that city. Veneer manufacturers of this city report that trade is good and improving right along; in fact some of the factories are getting more orders than they can promptly handle. Mr. Worland is quite optimistic over the trade outlook.

The Rice Hub & Rlm Company, Marengo, Ind., recently incorporated, will operate a hub plant at Marengo. The factory will be built at once. The capital stock of the company is \$20,000 and directors for the first year are William J. Rice, R. V. Board and D. Raiburn.

The Modoc Lumber Company, Modoc, Ind., with a capital stock of \$10,000, has filed articles with the secretary of state. It will engage in the lumber business with the following directors: Peter Kuntz, Martin and Jessie C. Thornhill.

The Cambridge Lumber Company, Cambridge City, with a capital stock of \$20,000, has just been incorporated and will engage in the lumber and building material business. The directors of the company are Peter Kuntz, H. L. Cotter and Martin Kuntz.

The directors of the Lamasco Bank in Evansville have just had plans drawn for the erection of a new bank building that will be built at once at a cost of about \$50,000. A new bank building to cost over \$25,000 is now going up at Grandview, Ind., for the Grandview state bank.

As a result of heavy rains the rivers in southern Indiana, western Kentucky and southern Illinois were on a rampage and out of their banks most of the past week. Hard rains March 15 and 16 started these rivers rising. Green and Barren rivers in western Kentucky were at the highest stages known since the 1913 flood and owners of logs and ties took every precaution to protect their property and the loss was not heavy. Many of the stave and sawmills along those Kentucky rivers were forced to close down because of the high water. At Evansville the Ohio river went nearly ten feet above the danger line, which is thirty-five feet. Property loss was nominal in the Evansville district. The Wabash and White rivers in southern Indiana went above flood stage, and as a result many thousands of acres of growing wheat were under water, and in the event that the back water remains too long on the wheat it is feared the crop will be badly damaged. Farmers have been greatly delayed in their spring work by the floods.

LOUISVILLE

Optimism is the keynote of all of the meetings that are being held by the Louisville Hardwood Club at the present time. At the weekly meetings the members report good business, good prices, and in some cases members report that they are well sold up on almost all grades and varieties. At the last weekly meeting a full attendance was on hand, and some interesting discussions were heard relative to the trend of the demand, and the cleaning up of odd lots. Lumbermen always delight in telling of how they finally got rid of some special lot of lumber, probably high grade, but for which they couldn't locate an order at a reasonable price. A number of such stories have been told recently.

Harry Inman of the Inman Veneer & Panel Company, and the Inman Furniture Company, is very much elated over the arrival of Harry Inman, Jr., who was born on March 14.

Mr. and Mrs. Louis Wymond and Mr. and Mrs. William Wymond and daughter, have returned to Louisville after spending several weeks at El Paso, Tex. The Messrs. Wymond are connected with the Holly Ridge Lumber Company and the Chess & Wymond Company. Will Wymond has been out of the aviation service only a short time.

Schwarzwalder & Sons, cooperage manufacturers who for several years operated a barrel factory in Louisville, have changed equipment and will shortly start manufacturing oil cooperage in the big plant near Eighteenth and Magnolia.

Damage was done to the plant of the Voss Table Company, Louisville, on March 15, when fire broke out shortly after midnight in the mill room. Quick action on the part of the night watchman and the fire department resulted in a small loss.

Philip S. Tuley, vice-president of the Kentucky Wagon Manufacturing Company, has been nominated by the Louisville Banking Interests, as Class B Director, of the St. Louis Federal Reserve Bank, in which district Louisville is located.

June W. Gayle, Owenton, Ky., former Congressman from Kentucky, lumberman, banker, railroad man and politician, and Miss Nora Hackett of Owenton, were recently married at New Liberty, Ky., and have gone to New Orleans for their honeymoon. Mr. Gayle is one of the best known men in the state, and for years was connected with the Carrolton & Worthville Railroad.

Suit was recently filed by the Ashby Veneer & Lumber Company against the R. S. Hill Company, organ manufacturer of Louisville, for \$451.01, alleged to be due for veneering.

The Wood-Mosaic Company, Louisville and New Albany, with mills at Cincinnati and Jackson, Tenn., expects to start operations in its new plant at the latter city within a few days. The Cincinnati plant is now cutting on walnut exclusively, and the Louisville plant is cutting nothing but walnut during the day shift.

At Newport, Ky., the Newport Hardwood Lumber Company, has started operations, handling a wholesale business.

J. E. Barton, Kentucky commissioner of forestry and geology, reports that he is looking for a market for about 50,000 willow sticks, which will be the crop of an acre of willow that was planted for experimental purposes in Jefferson county, near Louisville, three years ago. It is planned to double the acreage this season.

The plant of the Clearfield Heading Company, Clearfield, Ky., was destroyed by fire on March 9, the loss being placed at \$15,000, partly insured.

Rates on various commodities will be heard at a hearing in Louisville on March 26, before the Louisville District Freight Traffic Committee,

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

*We have the above amounts on
hand in dry stock, manufactured
on our own band mills, and can
make*

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.



J. M. Dewberry, chairman. Nothing definite has been learned as yet concerning the complaint of Louisville, Evansville, Nashville & Memphis, which are endeavoring to secure the milling in transit privilege for lumbermen at these points through the Southern Hardwood Traffic Association.

Harry Kline of the Louisville Veneer Mills, in commenting on February business, stated that it was the second largest month on the company's records.

The Howard Shipyard & Dry Dock Company, at Jeffersonville, has received government contracts for construction of three large river tow boats, which will require considerable oak in building. This is the best order the company has had in some time.

ARKANSAS

Senate Bill No. 322, by Senator Vaughan of Pulaski county, which had for its purpose the levying of a tax on timber made ready for use at the sawmills and which was of considerable interest to the lumbermen of Arkansas while pending, was called up for third reading and final passage in the state senate on March 10 and failed to pass. The measure was defeated upon a roll call vote of seventeen to nine. This bill also included in its provisions a levying of a special tax on ores of all kinds and other manufactured and mined products.

House Bill No. 248, introduced in the Arkansas General Assembly by Representative E. O. Bagley of Pulaski county, and which had for its purpose the admitting of mutual insurance companies into the state of Arkansas under more favorable conditions, has been passed by both houses of the legislature and is now awaiting the signature of the governor, which it is confidently expected to receive. Under the provisions of this law the lumber mutual insurance companies, as well as those catering to the hardware trade and other industries, will be enabled to enter the state of Arkansas now and transact business under more favorable conditions. This bill had the support of practically all of the lumbermen of the state.

Recent reports from Major R. B. Keating, Federal director of the U. S. Employment Service at Little Rock, shows the number of unemployed men in the state to be negligible and a trend toward unemployment. The over-supply of labor which is being reported from some sections of the country does not obtain in Arkansas. Major Keating's reports for the past twelve months show that the greatest number of unemployed men in this state was registered immediately after the signing of the armistice, but that since such time there has been a gradual decrease in the number of unemployed. This bureau has been able to furnish jobs for practically all who have applied to it, and has been successful in bringing the employee and

the employer in touch with each other. Special attention has been given by the bureau to the securing of jobs for discharged soldiers, and the reports indicate that the 10,704 Arkansas soldiers who have been demobilized since the signing of the armistice have been absorbed into the civil fabric without interrupting business conditions in the state. Practically 8,000 of these soldiers have returned to their old jobs, which had been held for them by their employers.

WISCONSIN

A. C. Thompson, Ladysmith, Wis., who some time ago acquired 3,400 acres of hardwood timberlands from the Flambeau River Lumber Company of the same city, has resold the holdings to J. C. Pace, well known as a paving contractor of Chicago and Cleveland. The timber is situated along the eastern border of Sawyer and the western edge of Price counties.

The Phoenix Toy Company, Milwaukee, has been incorporated with a capital stock of \$25,000 by Otto Gellerup, A. L. Gellerup and R. Leichsering, to engage in the manufacture of toys and novelties.

The Miller Broom Company, LaCrosse, Wis., will break ground within a few days for a new plant costing \$30,000. The building will be 80x200 feet, one story high, and will be equipped with machinery for making handles. Albert L. Miller is president and general manager.

The Wisconsin Auto Body & Sales Company, Milwaukee, has leased the two-story building at 416-418 Cedar street, and will install machinery and equipment for manufacturing passenger and commercial car bodies, cabs and similar goods. Robert Knittle is president.

The Folding Furniture Company, Stevens Point, Wis., is awarding contracts for the erection of a three-story factory building, 60x150 feet in size, which will cost about \$50,000 with full complement of machinery and equipment, now being purchased. The company, since its organization, has occupied a part of the plant of the Bukolt Manufacturing Company, Stevens Point. John Worzalla is general manager.

The Clover Leaf Lumber Company, Wausau, Wis., has filed articles of incorporation. The capital stock is \$10,000 and the incorporators are J. J. Adams, S. E. Hutchins, C. A. Cowee and Dr. W. J. Sengpiel.

The Fairport Manufacturing Company, Milwaukee, incorporated recently with \$50,000 capital to manufacture musical instruments, cabinets, etc., plans to build a plant during the coming spring. Plans have not yet been completed. Peter J. Fischer, 241 Rusk avenue, is secretary.

The Appleton Hub & Spoke Company, Appleton, Wis., has completed its new plant, which is 40x60 feet in size, of concrete and steel, and was erected in the record time of sixteen days. The original plant was

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INCORPORATED

Soft Textured Oak
Poplar
Black Walnut
Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.



Lidgerwood Cableway Skidders

**with Mechanical Slack Puller
Multiple Skidding Lines**

These exclusive features of the Lidgerwood Skidders
reduce time of hooking on logs to a minimum.

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LIDGERWOOD MFG. CO.

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destroyed by fire several weeks ago, as noted. Most of the machinery has been placed in condition, but a few items of new equipment are being purchased. John Tracy is general manager.

Elmer A. Taylor, Emil Fisher and J. M. Schmidt, Ladysmith, Wis., have formed a partnership under the name of the Taylor-Schmidt-Fisher Company to engage in the manufacture of tool and broom handles, knobs, organ stops, wooden buttons, paper cores and similar specialties of hardwood. The former building of the Jahnke Creamery Company is being equipped as a factory.

The Multitone Manufacturing Company, Eau Claire, Wis., manufacturer of reproducing machines, cabinets, etc., has engaged R. L. Rickman, architect and contractor, to design and erect a new plant which will involve an investment of about \$50,000 in buildings and machinery. E. J. Sailstad is president and general manager. The company is now operating in leased quarters.

The Holt Lumber Company, Oconto, Wis., has resumed the operation of its big sawmill for the season. The mill was closed down earlier in the year to permit of overhauling and replacements in plant and equipment, and to await an accumulation of logs. The supply on hand at the mill, and the cut of the past winter in the camps insure a long and uninterrupted run at capacity. Nearly all of the old force has been re-employed and more men will be added soon.

The American Auto Body Company, North Milwaukee, has been made defendant in involuntary bankruptcy proceedings. One of the petitioning creditors is the H. F. Below Lumber Company, Stanley, Wis., which has a claim of \$1,188.38.

According to deeds filed at Antigo, Wis., the Chicago & Northwestern Railroad Company has sold 822 acres of timberland in the extreme north-eastern part of Langlade county to the Riverside Fiber & Paper Company, Appleton, Wis., for \$27,000.

W. L. Covey has resigned as manager of the Rhinelander branch of the Wilson Mercantile Company, Wausau, Wis., to become associated with the Hackley-Phelps-Bonnell Lumber Company, Phelps, Wis.

The National Auto Wheels Company, Wausau, Wis., manufacturing a resilient, solid-tired automobile wheel of the artillery type, with hickory spokes and felloes, is planning to enlarge its plant at 409-411 Jackson street and will install considerable new equipment. John R. Mentzer is general manager.

The Wisconsin Textile Manufacturing Company, Two Rivers, Wis., which some time ago took over the Alberts & Meyer Manufacturing Company, has increased its capital stock from \$25,000 to \$50,000. The company manufactures spools, bobbins, forms and other hardwood specialties for textile mills and factories and will enlarge its facilities and output. Gustave C. Kirst is president, and Oscar B. Alberts, secretary and treasurer.

Ben Meureka, Chicago, has been appointed manager of the land department of the C. H. Worcester Lumber Company, Chassell, Mich., to succeed his brother, Paul Meureka, who has become associated with another company with headquarters at Chatham, Marquette county, Mich.

The Kenfield-Lamoreaux Company, Washburn, Wis., operating one of the largest exclusive box and crating factories in the United States, is now publishing a monthly magazine under the title of "K-L News" for the benefit of the employees of the Washburn plant; the Northern Crating Company, Cass Lake, Minn., and the Bemidji Box Company, Bemidji, Minn., which are controlled by the same interests. The general sales offices are located in Chicago.

Walter J. Elliott, son of W. M. Elliott, treasurer of the Menasha Woodenware Company, Menasha, Wis., died from pneumonia on March 13 at Glenside, Pa., just a few hours after the death of his 5-year-old son, Duane, who succumbed to the same malady. Mr. Elliott arrived in Glenside only a short time ago, having been transferred to the position of eastern manager of the Wyatt-Prock Lumber Company, Seattle, Wash. He was thirty-three years of age and a native of Menasha.

The International Toy Company, Eau Claire, Wis., which was established only six months ago, has booked such a large volume of business in coaster wagons, doll cabs and similar goods that its maximum capacity for the remainder of the season is fully occupied. The company contemplates the erection of a complete new plant, it now operating in leased quarters. L. D. Pangborn is president and manager.

C. I. Wells, former woods and railroad superintendent of the Girard Lumber Company, Wausaukee, Wis., and Joseph A. Beitz of the same place have acquired possession of 2,640 acres of timberland at Sidney, near Goodman, Wis., and plan to start logging the tract in June. Mr. Wells has been logging superintendent of the Forster-Mueller Lumber Company at Hiles, Wis., since retiring from the Girard company.

The Badger Box & Lumber Company, Grand Rapids, Wis., which recently suffered a heavy loss by fire, may relocate its plant at Black River Falls, Wis., to take advantage of the opportunity to obtain a large supply of raw materials available in that vicinity. J. T. Thompson is proprietor of the business.

Peter MacRae, one of the old-time loggers and lumbermen of Delta county, Mich., died at the home of his son in Milwaukee on March 15, at the age of seventy-eight years. Mr. MacRae went to Escanaba in 1884 as logging superintendent for McArthur Bros., Saginaw, Mich., then conducting large operations on the Escanaba and Whitefish rivers. Later he managed a sawmill of his own at Little Lake. He lived in Escanaba more than thirty years and funeral services were held in that city.

The Hardwood Market

CHICAGO

The last week or two has seen the development of building in Chicago to an encouraging extent. This is the outstanding feature of the local market since the last issue, but the really big proportion of building work actually planned and about to be started is a distinctly encouraging sign. Beyond this the interest in smaller building construction has revived somewhat, particularly in private dwelling work, although speculative builders are still holding off and will probably do so until they are thoroughly convinced that building materials will not be greatly lessened in price for some time.

Factory trade is still rather spotty, although the average aggregate of business placed by this class of consumers would total up to very satisfying proportions. There is a continual and gradual going back to contract purchases, but for the most part buying is still confined to orders actually necessitated by immediate requirements.

TORONTO

Reports from various parts of the province show that the building situation is growing stronger. The impression that there would be a general decline in lumber prices is rapidly disappearing and reports, which have been tabulated, show that the cut during 1918 was reduced from ten to fifteen per cent from that of the previous year, which was by no means a normal one. There has been a steady decline in the output of hardwoods and softwoods in the province, of about fifteen per cent each year since the outbreak of the war. The coming season will witness a still further falling off, owing to the conservative attitude on the part of the larger companies and the scarcity of labor, which was in evidence in the early fall months. The present mild winter has also materially interfered with the getting out of a large cut.

Throughout the East trade conditions are showing some improvement, and there is considerable activity in the furniture factories. Many new designs in cabinet goods, gramophones, etc., are being turned out and there is some talk of a period style being developed, to be known as "Imperial," "Victory," "Liberty," or some other suitable name.

On the government housing plans good progress is being made, and many municipalities will take advantage of the loan and other facilities afforded. There has been a fair movement of stocks in all grades. Inquiries are more plentiful and lumbermen are looking for a steady trade, improving with each succeeding month. Prices on the whole are holding firm. Birch is in good demand, particularly in 4/4 and 5/4, but the supply is not large. In 8/4 there is a bigger quantity in sight. Northern Michigan firms have been endeavoring to unload a certain amount of maple on the western Ontario market and have shown a tendency to cut prices, which has resulted in easier quotations on some lines. Four/four, 5/4 and 8/4 are most active. Several cars of three-inch maple have been disposed of for export to Europe, which will relieve things in regard to heavy stock.

Flooring has been very quiet all along, but it is expected with the building revival there will be a better demand. Box lumber requirements are very light. Some mills on the Georgian Bay have endeavored to force the market by offering large blocks of pine box lumber at reduced rates, quoting mill run pine shorts at \$32. f. o. b. Toronto.

BUFFALO

Some increase in orders is reported at a number of the leading hardwood yards, but none of them is finding business at all brisk. In some cases the buyers say that scarcely no change has occurred from a month ago, but others feel that the corner has been turned and that more business is going to come in soon. Factories are busier and it is hoped that soon the export situation will begin to show improvement. The general trend of prices is toward steadiness, with some advances shown.

The local wholesale yards have been looking over their stock sheets lately and preparing a list of the lumber held here, which makes a goodly array, particularly in the woods likely to be wanted this spring and summer. Among these are maple, plain oak, ash, chestnut, poplar, cypress, basswood, birch and elm. In some of these woods an unusually large and well-selected assortment of dry lumber is shown and the entire holdings are such as to merit attention and patronage.

Quartered oak is showing a good deal of strength at present, the mill stocks being low and a good deal of hunting being required sometimes to find what is needed. Some sellers of gum report it to be holding up well and to be in comparatively large demand in the furniture trade. Poplar is strong and is selling better than a short time ago. Good cypress is bringing stronger prices.

Export demand for automobiles is improving, according to a local manufacturer, who says that returned soldiers of various countries are excellent boosters of auto trucks, after seeing their performances on the battlefields. This manufacturer says that within sixty days he has received orders for trucks to be shipped to China, Cuba, Japan, Argentina, Philippine Islands, Denmark, Dutch East Indies, Africa and Brazil. A good increase in the demand for trucks in this country is also reported.

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We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

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Your Inquiry for

4/4 to 8/4 Plain Red and White Oak.

4/4 to 12/4 Cypress.

4/4 and 5/4 Gum.

4/4 to 12/4 Ash.

6/4 to 10/4 Hickory.

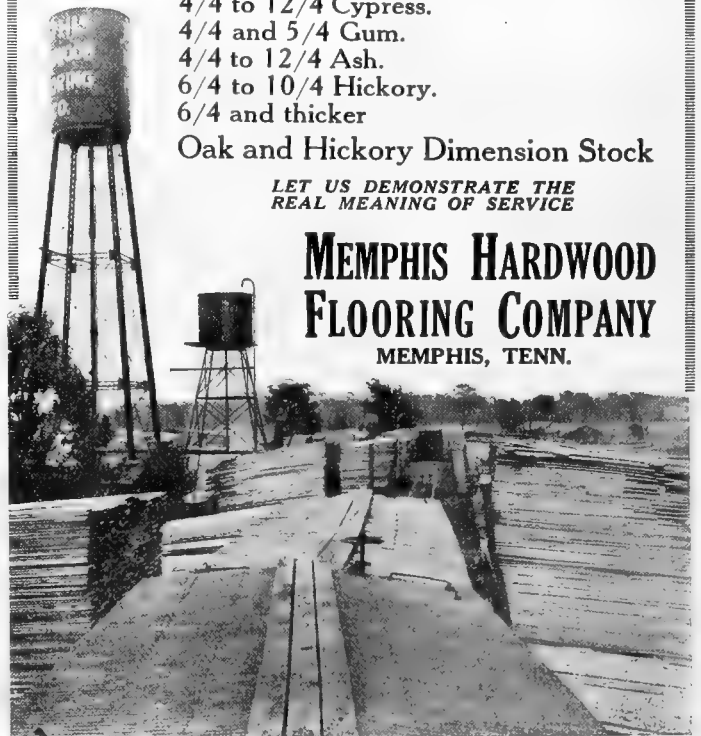
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REAL MEANING OF SERVICE

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ELM and BIRCH

4/4 to 12/4 All Grades
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10/4" 2 & Better..... 150,000 feet

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6/4" 3 & Better..... 30,000 feet
8/4" 3 & Better..... 40,000 feet
12/4" 3 & Better..... 25,000 feet

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4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

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GRAYLING, MICHIGAN

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High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties

OAK, MAPLE, CYPRESS, POPLAR

Milwaukee, Wisconsin

PITTSBURGH

Wholesalers in hardwoods here report a slight increase in inquiry. It comes chiefly from manufacturers of toys and furniture. Buyers for big automobile concerns are also placing more business. The general industrial trade is very poor and there is practically no yard business at present. Retailers and purchasing agents are determined to hold off buying until prices come down. Wholesalers and manufacturers are advising them to buy now rather than take any gambling chances on cheaper lumber. Reports from the mills show that production has been curtailed so much that little can be looked for in the way of lower prices from that source. This is especially true of the Southwest where less than half the usual amount of gum and cottonwood has been manufactured since last October because of the excessive rains.

BALTIMORE

Reports about the state of the hardwood trade at this time are somewhat contradictory. While some of the hardwood men say that they are getting a fair number of inquiries, others declare that orders have fallen off and that a feeling of hesitancy prevails in the trade. Not so long ago it could be said that the favorable settlements exceeded those which showed the movement of stocks to be reduced, whereas just now the contrary seems to be the case. Evidently the buyers have decided to go ahead slowly and to keep down to the more immediate needs, instead of anticipating wants. The general situation seems to be regarded as too uncertain to take on stocks that are not to be used immediately, and the hesitancy is more in evidence than has been the case. It is not that a discouraging view is being taken of the outlook, but merely that no one wants to get far ahead of the actual requirements. Of course, some members of the trade incline to the opinion that the range of prices will work lower, and this expectation will be assented to by the trade as a whole. But nothing of an unfavorable character is seen in such an eventuality, which will merely tend to restore normal conditions and bring the business back upon a solid foundation. At the same time it is to be said that so far no important recessions have occurred, with buyers entirely willing to pay the prices asked so long as they have real need for the lumber. In the absence of such needs, however, not even material concessions will bring out orders. The millmen, for their part, do not feel that conditions warrant them in making important reductions. They point to the fact that the labor situation is about like it has been, with wages as high as before and with many of the men who formerly worked in the lumbering sections indisposed to go back. This is creating an actual scarcity of workers, especially in the southern states, and makes the labor problem there quite acute. Other items that figure in the cost of production have also undergone no reduction, so that the cost of turning out lumber is about what it has been. Under these circumstances only enforced realization on stocks will prompt sellers to take less, and the buyers do not insist upon such reductions for that matter. It is mainly a question of taking care of real wants, and these do not for the present exceed moderate proportions. The export business is still held in abeyance, with many formidable obstacles interposed to halt the movement. Permits can be had from the British authorities, to be sure, but vessels have no space and refuse to take lumber, so that the exporter is no better off than he was before. Furthermore, information from the United Kingdom as to the prices realized on stocks held by the British government is hardly of an encouraging character.

COLUMBUS

There has been a good demand for hardwood stocks in central Ohio territory during the past fortnight. The volume of business is gradually increasing, indicating a better tone to the market. Dealers and jobbers say that prospects for the future are bright in all localities, and they anticipate a fairly good trade during the remainder of the spring and the early summer.

The best customers at this time are the factories. Concerns making implements and vehicles are buying fairly well and furniture factories are also coming into the market. Stocks in the hands of such factories are not large and some of them are accumulating some surplus stock. But a large share of the orders are for immediate consumption. Retailers are buying also but their orders are generally small. Retailers are loath to increase their stocks under present conditions. Dealers are more optimistic, however, and some are buying more liberally than formerly.

Building operations appear more active. The excellent weather which has prevailed has stimulated construction work. Architects and contractors are busy making plans and specifications for new structures, mostly for dwellings and apartments. Some larger building projects have also been brought forward.

Prices are firm all along the line. No cutting is reported and the list is asked at all times. Quartered and plain oak are both in good demand. Poplar is moving better and the same is true of chestnut. Basswood and ash are in fairly good demand. Other hardwoods are holding firm.

EVANSVILLE

Trade in this territory has shown some improvement during the past two weeks. Furniture manufacturers have been buying more liberally,

though some are still holding off in the belief that prices on lumber will go lower. Manufacturers of lumber say there will be no radical reduction in prices. The strong demand for both quartered red and white oak continues. Stocks in the hands of furniture manufacturers are unusually low and will have to be replenished soon if factories are to continue operating. Box factories are busy and the demand for cottonwood lumber is brisk. Manufacturers in Evansville say that the prospects are bright for a picking up in the export trade. In fact there comes a demand from certain quarters of the United Kingdom right now for American lumber, but the great handicap just at the present time is the lack of bottoms. The retail trade is fair only. Building operations are more active than a month ago. A great deal of old property in Evansville is being bought this year and repaired and overhauled.

LOUISVILLE

The general demand for hardwood lumber continues active, with a very brisk demand for small lots, this demand taking in almost all grades, varieties and thicknesses, and resulting in cleaning up many small quantities. Some of the hardwood operators claim that they today have cleaner yard stock than at any previous time since before the war. The heaviest demand at this time is in quartered and plain oak, there being a heavy demand for low grade and an increasing demand for firsts and seconds. Common is very active in practically all woods. Hickory and ash have been excellent sellers, while elm, poplar and gum are in fair demand, poplar picking up somewhat. Mahogany and walnut are very active, as the cabinet and furniture trades are among the largest buyers, with the auto trade probably next in line. Veneers are moving freely, there being a better demand for high-grade veneers, panels and built up stock than at any previous time in months. Production in the Louisville district is excellent, but high water in the South has resulted in log shortage, forcing many mills to close or causing them to operate at about fifty per cent full capacity. Walnut production on commercial grades is now heavy, with a fair demand. Heavy log stocks purchased before peace was made are now being cut into commercial grades instead of gun stocks and aeroplane stock, with the result that some very fine lumber is being yarded for future requirements.

BEAUMONT

The cleaning up of the mills of all the upper grades of white oak has been the most talked up development in the hardwood market and wholesalers are finding it impossible to furnish their customers with these grades.

The exporters went quietly about their task in gathering up the white oak and made some good bargains with large as well as isolated mills. Before they were aware of it, this wood was entirely in the hands of the exporters and all the immediate future deliveries they would undertake to make. This has left the wholesalers with nothing but red oak to offer their customers. Some of the small mills which do not separate their red and white oak are in position to offer mixed cars, but there is not enough of this to relieve the situation.

The strong demand for gum has weakened to a certain extent, but to offset this, there are more inquiries coming in for magnolia.

The mills are taking full advantage of improved weather conditions to straighten up stocks and expect to be back to somewhere near normal within the next sixty days. The improved labor conditions were more than offset by bad weather and no headway was made in this direction during the past few months. The west Texas oil fields continue to ask for large quantities of oak rig timbers and the slightest relaxation of the embargo to this district is being taken full advantage of.

MILWAUKEE

The industrial demand for hardwoods, especially the choice and select grades for manufacturing into furniture, cabinets, musical instruments and similar goods, continues to increase to such a satisfactory degree that hardwood lumber and veneer manufacturers believe a better than normal condition will be reached much sooner than has been expected. The demand from such industries in Wisconsin and Michigan alone is of wide proportions. The activity noted particularly in the phonograph cabinet industry in this state is one of the most encouraging features of the general situation.

Logging operations in many sections of northern Wisconsin have come to a close, the season ending somewhat earlier than usual because of the early spring. The open winter has been one of the most unfavorable ever known to northern hardwood loggers, and the input of logs is smaller than for several years. If the demand for hardwood lumber during the year reaches the volume estimated by authorities on the subject, there is likely to be a material shortage of stocks. Some concerns will attempt to overcome the shortage by carrying logging work well into the summer months, although this is a difficult and expensive proceeding.

Prices as a rule are firmly maintained, although there are numerous instances of cutting in order to effect quick sales of volume. There seems to be no good reason why prices should decline, while indications point to a firm market and possible advances as a reflection of high logging and manufacturing costs and a short supply.

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OAK—POPLAR—CHESTNUT

Soft Texture Virginia Stock
OAK DIMENSION, PINE DIMENSION

The Kerns Lumber Co., Roanoke, Va.

PALMER & PARKER COMPANY

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ENGLISH OAK

MAHOGANY
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EBONY
DOMESTIC
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WE WANT TO SELL For QUICK SHIPMENT

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50 M' 6/4" No. 3 Com. Birch
100 M' 6/4" No. 1 Com. & Btr. Hard Maple
(6" & wider)
50 M' 6/4" No. 3 Com. Hard Maple
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for
NORTHERN HARDWOODS and HEMLOCK

Wheeler-Timlin Lumber Co.
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QUALITY is remembered long after price is forgotten. When desiring quality write us.

A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum
1 car 4/4 FAS Sap Gum 6" & wider
1 car 5/4 FAS Plain Red Oak
1 car 5/4 FAS Qrtd. Red Oak
1 car 4/4 FAS Qrtd. Red Oak, 10" & w.
1 car 4/4 FAS Qrtd. Sycamore

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MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

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The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

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1 car 1" No. 2 Common Walnut.
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THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

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Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

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AUTO RIM STRIPS

AUTO SPOKE BILLETS (SAWN OR SPLIT)

1½" No. 2 Com. and Better Plank (Green)
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Can Handle mixed cars, inspection at shipping point, cash settlements. Write us, we have attractive prices to offer. We want your Hickory. Address,

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GREEN HICKORY TIE SIDING

10 cars 6¼ No. 1 Com. and Better or High-grade Log Run Hickory Tie Siding, shipped green, write for prices to

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1 car 4½" FAS & No. 1 Com. Plain Oak JOHN I. SHAFER HARDWOOD CO., South Bend, Ind.

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BIRCH LUMBER

When you are buying
BIRCH
consult us. We have it

JONES HARDWOOD COMPANY
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5/4 & 6/4 No. 1 common. Can dress and resaw. If desired. WALTER C. MANSFIELD, Menominee, Mich.

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I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

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WANTED—OAK, HICKORY, ASH

2" to 10 ft. long and 2" to 3" thick for use in wagons and auto. Buy in carload lots and pay cash. Address, "BOX 36," care HARDWOOD RECORD.

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44"x1½"x1¾", 44"x1½"x2¼", 44"x1½"x2½". Will take cut-downs 12" lengths.
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WANTED—CHERRY LOGS

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500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

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WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,
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Wanted up to 10 carloads (in half or carloads or more), Shell Bark, Black or Tight Bark Hickory, Fall cut, 8, 11, 15 ft. lengths, 9" to 15" mean diameter. Also Persimmon Logs 9" upwards. Also state if mill available for cutting up. Will pay cash against selection after loading on cars. Quotations to "BOX 28," care HARDWOOD RECORD.

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FOR SALE

50,000 feet of Walnut Logs. Address, W., 255 North Greenwood Ave., Kankakee, Ill.

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OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

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MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$8,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

EMPLOYES WANTED

WANTED—EXPERIENCED

Inspector for northern hardwoods. Address, "BOX 37," care HARDWOOD RECORD.

WANTED—EXPERIENCED

Mill Superintendent for hardwood mill cutting some mahogany in one of the large southern cities. Position is permanent and climate good. Apply, "BOX 35," care HARDWOOD RECORD.

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To operate mill cutting oak dimension employing about twenty men. Address, P. S. MACE COMPANY, Terre Haute, Indiana.

WANTED LIVE WIRE

To take active interest in small chair factory with little capital. Address, "BOX 20," care HARDWOOD RECORD.

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To sell hardwood lumber in Great Britain and on the Continent would like to form a connection with one or two reliable firms operating band mills to have exclusive selling rights of their lumber on the European market. Would like to make connections with firms handling Gum, Poplar, Cypress and Plain and Quartered White Oak. Company has ample capital and principals have had several years' experience in the export trade and are practical men. One of the principals will leave for Europe within the next 3 or 4 weeks, but before sailing would visit any firms that would be interested in making connection of this kind. Address, "BOX 38," with full particulars, care HARDWOOD RECORD.

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As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

EMPLOYMENT WANTED**WANTED POSITION—COLLEGE**

Graduate, eight yrs. lbr. experience East & West on hard and soft woods. Inspector of rgh. lbr., finished mfg. products and veneers. Sales experience. At present Senior U. S. Inspector connected Bureau of Aircraft Production. Age 32. Address, "BOX 39," care HARDWOOD RECORD.

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We specialize in WOOD TURNINGS and SPECIALTIES of all kinds and want to contract with concerns requiring anything that can be turned. Send samples and we will quote prices. B. J. HARRISON MFG. CO., Arkville, N. Y.

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COM. & BTR., 5/4"; COM., 4/4"; FAS & SEL., 5/4 & 8/4"; NO. 1 C., 8/4; NO. 2 C., 5/4". NICKEY BROS., INC., Memphis, Tenn.

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LOG RUN, 4/4-6/4", 4-6 mos. dry. C. M. CRIM & SON, Salem, Ind.

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NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 4/4, 5/4, 6/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR., 6/4, 8/4, 10/4, 12/4 & 16/4", good widths. & lgths., dry. JONES HARDWOOD CO., Boston, Mass.

FAS, 4/4-8/4"; NO. 1 C., 4/4, 5/4 & 6/4"; NO. 2 C., 4/4 & 6/4"; FAS & NO. 1 C. SEL. RED., 4/4"; NO. 3 CRATING, 4/4 & 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

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FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

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FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

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COM. 4/4, 5/4, 6/4 & 8/4", ran! width. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. width. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, SEL. & SHOP, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

COM. & SHOP, 4/4, 5/4, 6/4 & 8/4", reg. width. & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS, 6/4"; SHOP, 5/4, 6/4 & 8/4"; SEL., 6/4 & 8/4". NICKEY BROS., INC., Memphis, Tenn.

SHOP, 8/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. widths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

LOG RUN, 8/4 & 12/4", reg. width. & lgth., 1 yr. dry. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

LOG RUN, 5/4 & 6/4". BELLGRADE LUMBER CO., Memphis, Tenn.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN, 4/4", 4 mos. dry; LOG RUN, 8/4", 6 mos. dry. GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 10/4", reg. width. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

LOG RUN, 4/4, 6/4, 8/4 & 12/4", reg. width. & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 8/4", 2 yrs. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 2 C. & BTR., 4/4 & 8/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN, 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

LOG RUN, 4/4, 5/4, 6/4 & 8/4", reg. width. & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

NO. 2 & BTR., 6/4 & 8/4"; NO. 3 CRATING, 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

LOG RUN, 4/4-12/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—ROCK

NO. 2 & BTR., 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

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FAS, 4/4 & 5/4"; NO. 1 & 2 C., 4/4, 5/4 & 6/4"; NO. 3 C., 4/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 3 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS, NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. width. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

LOG RUN, 4/4", 2-4 mos. dry. C. M. CRIM & SON, Salem, Ind.

NO. 1 & 2 C., 4/4"; BOX BDS., 4/4", 8-17". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 5/4, 4/4 & 6/4"; NO. 1 C., 1/2, 5/4, 4/4 & 8/4"; NO. 2 C., 5/4, 5/4 & 6/4". LAMB-FISH LUMBER CO., Charleston, Miss.

FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4 & 6/4", reg. width. & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

FAS & NO. 1 C., 5/4", reg. width. & lgth.; BOX BDS., 4/4", 9-12"; FAS, 4/4"; 13-17". PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 1 & 2 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

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NO. 1 C. & BTR., 4/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 1 C., 4/4", 10 mos. dry. GEO. C. BROWN & CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, 4/4", 10 & 12' & reg.; NO. 1 C., 4/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 3/4, 4/4, 5/4 & 6/4"; NO. 1 C., 3/4 & 8/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 1 C. & FAS, 4/4 & 5/4", reg. width. & lgth., 6 mos. & over dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

HARDWOODS FOR SALE

NO. 1 C., 5/8"; FAS, 3/4". NICKEY BROS., INC., Memphis, Tenn.

FAS & NO. 1 C., 4/4", reg. width. & lgth. PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS & NO. 1 C., 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—QUARTERED RED

FAS, 6/4", std. width. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C. & BTR., 8/4", reg. width. & lgth., 18 mos. dry, sap no def. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-12/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4", 8 mos. dry. GEO. C. BROWN & CO., Memphis, Tenn.

FAS & NO. 1 C., 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

COM. & BTR., 4/4", ran. width. & lgth., 8-12 mos. dry, sliced bds., highly figured. LOUISVILLE VENEER MILLS, Louisville, Ky.

COM. & BTR., 5/8", S. N. D.; NO. 1 C., 1/4", S. N. D.; FAS, 3/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4", reg. width. & lgth. PRITCHARD-WHEELER LUMBER CO., Memphis, Tenn.

FAS, 8/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 1 C., 4/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

GUM—TUPELO

FAS, NO. 1 C. & NO. 2 C., 4/4", reg. width. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C., 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

ALL grades, 4/4, 5/4 & 6/4", reg. width. & lgth., 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

GUM—MISCELLANEOUS

FAS & NO. 1 C., FIG. RED, 4/4", std. width. & lgth., 6 mos. dry, plain sawn. ABERDEEN LUMBER CO., Pittsburgh, Pa.

BOX BDS., 4/4", reg. width. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 & PANEL, 4/4", 18" & up. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

LOCUST

LOG RUN, 4/4". NICKEY BROS., INC., Memphis, Tenn.

MAHOGANY

ALL grades HONDURAS, 4/4-8/4". KOSSE, SHOE & SCHLEYER CO., Cincinnati, Ohio.

MAPLE—HARD

NO. 1 C., 4/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 4/4 & 5/4", reg. width. & lgth., sap two sides, 8 mos. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 8/4", reg. width. & lgth., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

LOG RUN, 4/4", dry. C. M. CRIM & SON, Salem, Ind.

NO. 1 C., 5/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

COM. & BTR., 4/4-16/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 2 C., 5/4", good widths. & lgth., dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. & BTR., 10/4 & 12/4"; NO. 2 C. & BTR., 5/4, 6/4 & 8/4"; NO. 3 CRATING, 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

FAS, 8/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 6/4, 8/4 & 12/4", reg. lgth., 18 mos. dry. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 4/4 & 6/4. MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS, NO. 1 C. & NO. 2 C., 4/4 & 8/4" NO. 3 C., 4/4", std. width. & lgth., 6 mos. dry. ABERDEEN LUMBER CO., Pittsburgh, Pa.

NO. 1 C., 5/4 & 8/4", reg. width. & lgth., 18 mos. dry; NO. 1 C., 6/4", reg. width. & lgth., 1 yr. dry. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 3 C & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

FAS, 10/4", reg. width. & lgth., dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 8/4", 3 mos. dry. GEO. C. BROWN & CO., Memphis, Tenn.

COM. & BTR., 8/4", reg. width. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

FAS, 5/4, 11" & up, 10" & up, 1 yr. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS & NO. 1 C., 4/4, 5/4 & 6/4". KRAETZER-CURED LUMBER CO., Greenwood, Miss.

FAS, 3/4 & 6/4"; NO. 1 C., 5/4 & 6/4"; NO. 2 C., 5/4, 3/4 & 4/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 1 C., 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 5/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS & NO. 1 C., 6/4 & 12/4". STIMSON VENEER & LUMBER CO., Memphis, Tenn.

FAS, 4/4", reg. width. & lgth., 4-12 mos. dry; NO. 1 C. & BTR., 6/4 & 8/4", fine widths., reg. lgths., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

FAS, 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Blissville, Ark.

FAS & NO. 1 C., 4/4". MALEY & WERTZ, Evansville, Ind.

FAS, 4/4", 10" & wider; FAS, 5/4". J. V. STIMSON & CO., Owensboro, Ky.

FAS, 4/4, 5/4 & 6/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

OAK—PLAIN WHITE

NO. 1 C., 8/4", good width., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

ALL grades, 4/4-12/4", reg. width. & lgth., 1 yr. dry. BAKER-MATTHEWS LUMBER CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/4-8/4". BELLGRADE LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. width. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., 8/4", 3 mos. dry. GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 8/4", reg. width. & lgth., 9 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 1 yr. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

NO. 1 C., 4/4, 5/4 & 6/4". KRAETZER-CURED LUMBER CO., Greenwood, Miss.

NO. 1 C., 4/4, 5/4, 6/4 & 10/4"; NO. 2 C., 5/4, 4/4 & 8/4". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 1 C., 4/4". NICKEY BROS., INC., Memphis, Tenn.

NO. 2 C., 1/4 & 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

FAS, 4/4-16/4", reg. width., std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK CO., Blissville, Ark.

FAS, 4/4", reg. width. & lgth., 4 mos. & over dry; STRIPS, 4/4", 2 1/2-5 1/2", reg. lgth., 6 mos. dry; BCKG. BDS., 3/4-5/4", reg. width. & lgth., 6-12 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

FAS, 4/4", 8-10"; FAS, 4/4", 10" & up. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

FAS, 4/4 & 6/4". KRAETZER-CURED LUMBER CO., Greenwood, Miss.

NO. 1 C., 3/4, 1/2, 3/4 & 4/4"; COM. STRIPS, 4/4", 2 1/2-5 1/2". LAMB-FISH LUMBER CO., Charleston, Miss.

NO. 1 C., 4/4". MALEY & WERTZ, Evansville, Ind.

FAS, 1/4", 4/4 & 6/4"; NO. 1 C., 1/4, 4/4 & 5/4"; NO. 2 C., 4/4". CLR. STRIPS, 1/2, 4-5 1/2". NICKEY BROS., INC., Memphis, Tenn.

NO. 1 C., 4/4 & 5/4"; NO. 2 C., 4/4", reg. width. & lgth., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

SD. WORMY, 4/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

OAK—MISCELLANEOUS

NO. 1 C. & BTR. SD. WORMY, 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

NO. 2 C. & BTR., R. & W., 3/4"; SD. WORMY, 4/4". BELLGRADE LUMBER CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

FAS, R. & W., 4/4", bone dry; NO. 3 C., 4/4", 2-4 mos. dry; COM. & BTR., QTD., 4/4", green. C. M. CRIM & SON, Salem, Ind.

NO. 1 C. & 2 C., R. & W., 4/4", reg. width. & lgth., dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

PECAN

LOG RUN, 8/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

POPLAR

NO. 1 C., 8/4", good widths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SAPS & SEL., 4/4", reg. width. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 15 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL grades, 4/4, 5/4 & 6/4", 4" & up, reg. lgth., 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

COM. & BTR., 5/4 & 4/4", ran. width. & lgth., 6-8 mos. dry. LOUISVILLE VENEER MILLS, Louisville, Ky.

NO. 2 C., 4/4 & 5/4". MALEY & WERTZ, Evansville, Ind.

NO. 2 B. COM., 4/4", reg. width. & lgth., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

NO. 1 C. & BTR., 5/4-16/4", reg. widths., std. lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

FAS, 16/4", sap no def. BEDNA YOUNG LUMBER CO., Greensburg, Ind.

(Continued on page 50)

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4	Darnell-Love Lumber Co.....	
Barnaby, Charles H.....	7-15	Ehemann, Geo. C., & Co.....	12
Blakeslee, Perrin & Darling...	4	Evans, G. H., Lumber Co.....	16
Buffalo Hardwood Lumber Co..	4	Ferguson & Palmer Company..	13
Cobbs & Mitchell, Inc.....	3	Gayoso Lumber Company.....	11
Coppock, S. P., Lumber Co.....	14	Goodlander - Robertson Lumber	
Crim, C. M., & Son.....	7-14	Company	7-12
East Jordan Lumber Co.....	50	Hendrick, E. L., Lumber Co...	
Elias, G., & Bro.....	4	Kellogg Lumber Company.....	11
Evansville Band Mill Company.	14	Kraetzer-Cured Lumber Co...	
Fathauer, Theo., Company.....	38	Lamb-Fish Lumber Co.....	7
Gill-Andrews Lumber Company	16	Memphis Band Mill Co.....	7-12
Hoffman Bros. Company.....	7-29	Miller Lumber Company.....	7-41
Jackson & Tindle.....	44	Natchez Lumber Co.....	
Jones Hardwood Co.....	46	Paepcke-Leicht Lumber Co...	
Kneeland-Bigelow Co., The....	3	Penrod-Jurden Company.....	1-11
Kosse, Shoe & Schleyer Co., The	37	Pritchard-Wheeler Lumber Co.	7-11
Maley & Wertz.....	15	Russe & Burgess, Inc.....	11
Mason-Donaldson Lumber Co..	8	Sondheimer, E., Co.....	11
McIlvain, J., Gibson, & Co.....	2	Stark, James E., & Co.....	10
McLean, Hugh, Lumber Co.....	4	Stimson, J. V.....	7-52
Miller, Sturm & Miller.....	4	Stimson Veneer & Lumber Co..	10
Mitchell Bros. Co.....	3	Tallahatchie Lumber Co.....	
Mowbray & Robinson Co.....	7-43	Thane Lumber Co.....	10
North Vernon Lumber Co.....	15	Thompson-Katz Lumber Co...	12
Palmer & Parker Co.....	45	Three States Lumber Co.....	7-52
Salling, Hanson Co.....	44	Welsh Lumber Co.....	13
Standard Hardwood Lumber Co.	4		
Stearns & Culver Lumber Co....	6		
Stimson, J. V.....	7-52		
Sullivan, T., & Co.....			
Swain-Roach Lumber Co.....	7-14		
Taylor & Crate.....	4		
Tegge Lumber Co.....	44		
Von Platen Lumber Company..	50		
Wheeler-Timlin Lumber Co....	45		
Willson Bros. Lumber Company	6		
Wistar, Underhill & Nixon....	36		
Wood-Mosaic Company.....	5-7		
Yeager Lumber Company, Inc..	4		
Young, Bedna, Lumber Co.....	7-15		
Young, W. D., & Co.....	3		

OK.

See Lists of Manufacturers on	
page	7
Evans, G. H., Lumber Co.....	16
Long-Bell Lumber Co.....	7
Mowbray & Robinson Co.....	7-43

POPLAR.

Anderson-Tully Co.....	2-7-10-51
Arlington Lumber Company....	7-36

RED GUM.

Anderson-Tully Co.....	2-7-10-51
Baker-Matthews Lumber Co...	10
Barr-Holaday Lumber Co.....	
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown & Hackney, Inc.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., Sons Lumber	
Company	5
Carrier Lbr. & Mfg. Co.....	

Long-Knight Lumber Company	28	Penrod Walnut & Veneer Co...	
McIlvain, J. Gibson, & Co.....	2	Pickrel Walnut Company.....	25
McLean, Hugh, Lumber Co....	4	Rayner, J., Company.....	8
Maley & Wertz.....	15	St. Louis Basket & Box Co....	30
Memphis Band Mill Company..	7-12	Stark, James E., & Co.....	10
Memphis Hardwood Flooring		Stimson Veneer & Lumber Co..	10
Company	43	Wisconsin Cabinet & Panel Co..	29
Miller, Sturm & Miller.....	4	Wisconsin Veneer Company....	30
Miller Lumber Co.....	7-41	Wood-Mosaic Company.....	5-7
Mowbray & Robinson Co.....	7-43		
Murrelle, L. D., Lumber Co....	13		
Natchez Lumber Co.....			
Nickey Bros., Inc.....	13		
Norman Lumber Company.....	5		
North Vernon Lumber Co.....	15		
Paepcke-Leicht Lumber Co....			
Pelican Lumber Company.....			
Penrod-Jurden Company.....	1-11		
Pritchard-Wheeler Lumber Co.	7-11		
Russe & Burgess, Inc.....	11		
Salt Lick Lumber Company....	6		
Sondheimer, E., Company.....	11		
Standard Hardwood Lumber			
Company	4		
Stark, James E., & Co.....	10		
Stimson, J. V., & Co.....	45		
Stimson Veneer & Lumber Co..	10		
Sullivan, T., & Co.....	4		
Swain-Roach Lumber Co.....	7-14		
Tallahatchie Lumber Co.....			
Taylor & Crate.....	4		
Thane Lumber Co.....	10		
Thompson-Katz Lumber Co....	12		
Three States Lumber Co.....	7-52		
Tustin Hardwood Lbr. Co.....	11		
Vestal Lumber & Manufactur-			
ing Co.....	42		
Welsh Lumber Co.....	13		
Willett, W. R., Lumber Co....	5		
Willson Bros. Lumber Co.....	6		
Wisconsin Lumber Company...			
Wistar, Underhill & Nixon....	36		
Woods, J. M., Lumber Co.....	10		
Yeager Lumber Co., Inc.....	4		
Young, Bedna, Lumber Co.....	7-15		

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	39
Anderson-Tully Co.....	2-7-10-51
Arlington Lumber Company....	7-36
Atlantic Lumber Co., Buffalo...	4
Baker-Matthews Lumber Co...	10
Barr-Holaday Lumber Co.....	
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-12
Brown, Geo. C., & Co.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., & Sons Lbr. Co..	5
Brown & Hackney, Inc.....	12
Buffalo Hardwood Lumber Co.	4
Carrier Lbr. & Mfg. Co.....	
Catlin, R. H., Company.....	46
Cornelius Lumber Company...	16
Darnell-Love Lumber Co.....	
Davis, Edw. L., Lumber Co....	5
Dudley Lumber Company.....	10
Ehemann, Geo. C., & Co.....	12
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	16
Fathauer, Theo., Company.....	38
Ferguson & Palmer Company..	13
Gayoso Lumber Company.....	11
Goodlander - Robinson Lumber	
Company	7-12
Hendrick, E. L., Lumber Co...	
Hoffman Bros. Company.....	7-29
Kellogg Lumber Company.....	11
Kerns Lumber Company.....	45
Kosse, Shoe & Schleyer Co., The	37
Kraetzer-Cured Lumber Co ..	
Lamb-Fish Lumber Co.....	7
Lawrence, P. J., Lumber Co...	
Long-Bell Lumber Company...	7

MAHOGANY, WALNUT, ETC.

David, Edw. L., Lumber Co....	5
Hoffman Brothers Company....	7-29
Kosse, Shoe & Schleyer Co., The	37
Long-Knight Lumber Co.	28
Mengel, C. C., & Bro. Co.....	5
Palmer & Parker Co.....	45
Pearson, C. H.....	
Penrod Walnut & Veneer Co...	
Pickrel Walnut Company.....	25
Purcell, Frank.....	36
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-16
Cobbs & Mitchell, Inc.....	3
East Jordan Lumber Company.	50
Horner, William.....	6
Long-Bell Lumber Company....	7
Mason-Donaldson Lumber Co..	8
Memphis Hardwood Flooring Co.	43
Mitchell Bros. Company.....	3
Salt Lick Lumber Company....	6
Stearns & Culver Lumber Co...	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	3

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	
Hill-Curtis Co.....	52

VENEER MACHINERY.

Coe Manufacturing Company...	26
------------------------------	----

SAWMILL MACHINERY.

Hill-Curtis Co.....	52
Sinker-Davis Co.....	
Soule Steam Feed Works.....	

LOGGING MACHINERY.

Godfrey, John F.....	36
Lidgerwood Manufacturing Co.	42

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works...	
Philadelphia Textile Machinery	
Company	6

TIMBERLANDS.

Lacey, James D., Timber Co...	
-------------------------------	--

MISCELLANEOUS.

Brookmire Economic Service...	
Buck, Frank R., Co.....	47
Catlin, R. H., Company.....	46
Childs, S. D., & Co.....	50
Kane Manufacturing Company.	
Lumbermen's Credit Assn.....	6
Pearson, C. H.....	
Perkins Glue Company.....	28
Valley Log Loading Co.....	12

SYCAMORE

LOG RUN, 4 1/4, 5 1/4 & 10 1/4", reg. width & lgth. GEO. C. EHEMANN & CO., Memphis, Tenn.

FAS, 1 1/4", J. V. STIMSON & CO., Owensboro, Ky.

WALNUT

NO. 2 C., 4/4", reg. width & lgth. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. width & lgth., 6 mos. dry; COM. & BTR., 5/4" 8" & up, reg. lgth., 9 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C., 4/4". MALEY & WERTZ, Evansville, Ind.

ALL grades & thicknesses. KOSSE, SHOE & SCHLEYER CO., Cincinnati, O.

VENEER—FACE**ASH**

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

1/20-1/4. HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., 1/8-1/4; PL., 1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, 1/20". HOFFMAN BROS. CO., Ft. Wayne, Ind.

POPLAR

1/8-1/4 up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING**GUM**

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS**BIRCH**

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

WALNUT

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

AHNAPEE VENEER & SEATING CO.

NAME CHANGED TO

Algoma Panel Company

MAIN OFFICE

ALGOMA, WIS.

Manufacturers of

VENEER, PLYWOOD, PANELS,
SEATING & HARDWOOD LUMBER

VENEER AND SAW MILL **BIRCHWOOD, WIS.**

VENEER AND PANEL FACTORY **ALGOMA, WIS.**

ESTABLISHED 1886

INCORPORATED 1892

We make a specialty of

PLYWOOD BENT TO SHAPE
COMPLETE FABRICATED VENEERS
AND PARTS FOR AEROPLANES

Use highest government approved water-proof
glue as well as other reliable adhesives

SEATING FOR PUBLIC BUILDINGS
FINISHED AND IN THE WHITE

Send for our monthly stock-list

We are ready to help you solve your Veneer Problems
Two generations of practical experience back of our products

FOR PROMPT SHIPMENT, THOROLY DRY**MAPLE**

200,000' 4/4 No. 1 C. & B.	100,000' 10/4 No. 1 C. & B.
24,000' 5/4 No. 1 C. & B.	80,000' 12/4 No. 1 C. & B.
38,000' 6/4 No. 1 C. & B.	80,000' 14/4 No. 1 C. & B.
300,000' 8/4 No. 1 C. & B.	50,000' 16/4 No. 1 C. & B.

ELM

22,000' 6/4 No. 2 C. & B.	20,000' 12/4 No. 1 C. & B.
180,000' 8/4 No. 2 C. & B.	102,000' 16/4 No. 1 C. & B.

BASSWOOD

165,000' 4/4 No. 2 C. & B.	5,000' 5/4 Piano key stock, (green)
----------------------------	-------------------------------------

BIRCH

40,000' 5/4 No. 2 C. & B.	38,000' 5/4 No. 3 Common
15,000' 4/4 No. 3 Common	

A Full Line of High Grade Maple

East Jordan Lumber Co.

Manufacturers
IMPERIAL Maple Flooring

East Jordan, Michigan

VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS**BASSWOOD**

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

Integrity is the foundation of Permanent Success

FOR more than a generation this company has been building a growing success on a clean-cut policy of doing the right thing by everyone with whom it comes in contact.

This integrity is reflected in the timber it buys—it has sought and purchased only the choicest; through the equipment and supervision for manufacturing the highest quality of product; through the organization that establishes and maintains contact with those who buy its product.

The Anderson-Tully Company stands at the front today in its business because it has steadfastly endeavored to give the full measure of value in quality and in honest service to its trade.

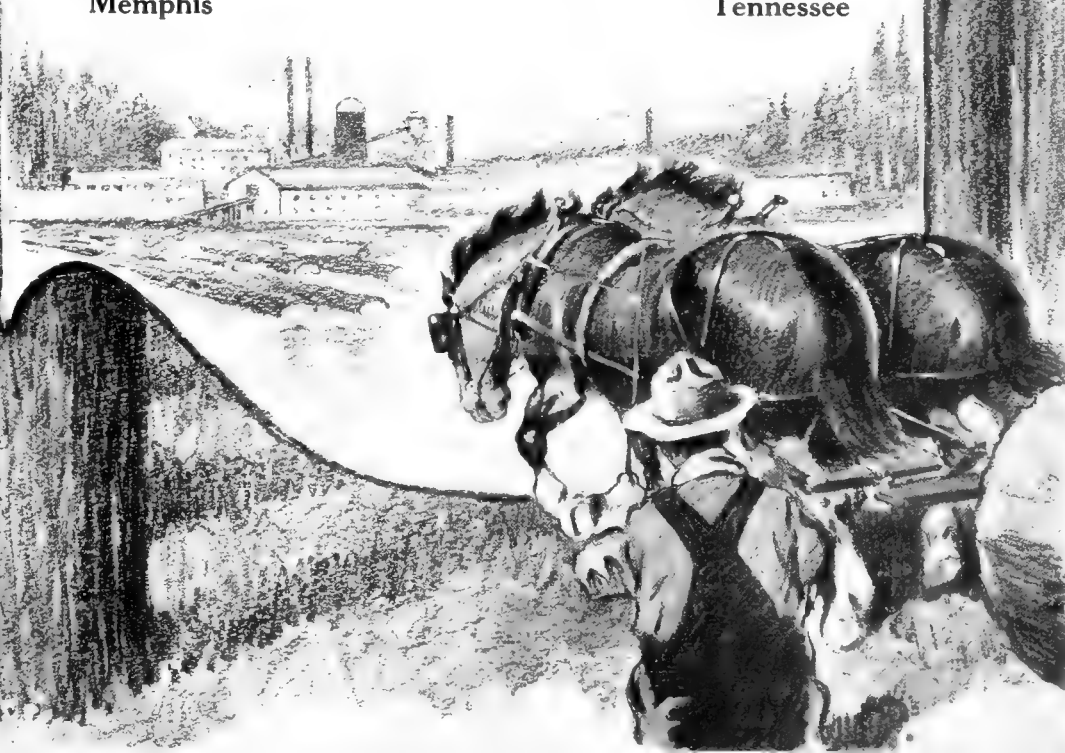
That policy, backed by a full variety and ample stock of southern hardwoods, is a latent asset for your 1919 purchases.

70,000,000 feet a year of **Hardwood Production.**

ANDERSON-TULLY COMPANY

Memphis

Tennessee



Gampe
S&W

STIMSON'S MILLS

We have to offer from the Huntingburg Mill the following list of well manufactured, band sawn lumber:

½ car 4/4 Log Run Beech	1 car 2½, 3, 3½, 4" No. 1 Com. & Btr. Hickory
½ car 5/4 Log Run Beech	1 car 3" No. 2 Com. & Btr. Hard Maple
1 car 4 4 Log Run Cherry	½ car 4/4 No. 2 Com. & Btr. Soft Maple
1 car 3" Log Run Elm	1 car 4/4 No. 1 Com. Poplar
½ car 4/4 Log Run Elm	1 car 4/4 No. 2 Com. Poplar
2 cars 4/4 No. 1 Com. Sap Gum	½ car 5/4 No. 2 Com. Poplar
3 cars 4/4 No. 2 Com. Sap Gum	
2 cars 4x13-17" Gum Boxboards	

J. V. STIMSON, Huntingburg, Indiana
STIMSON VENEER & LUMBER CO.
Memphis, Tennessee

J. V. STIMSON HARDWOOD CO.
Memphis, Tennessee, & Helena, Ark.



VIEW OF
MILL
SHOWING
SORTING
SHED

This Sawmill For Sale

FOR IMMEDIATE DELIVERY

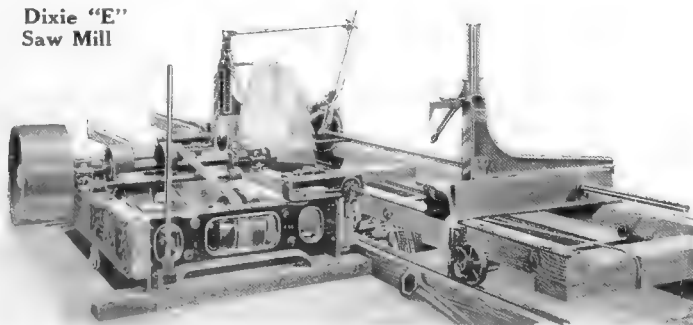
Finest possible construction; all machinery, including full complement of auxiliary and power plant machinery of most modern type; has many distinct features, making it the superior of any other hardwood mill. The plant is especially suited for the manufacture of Southern Hardwoods and Cypress. Can be moved.

W. A. GILCHRIST
1406 Union and Planters Bank Bldg.
MEMPHIS, TENNESSEE



VIEW OF
MILL
SHOWING
POWER
PLANT

Dixie "E"
Saw Mill



Dixie Circular Mills

America's Standard

SEND FOR CIRCULAR

HILL-CURTIS CO., Kalamazoo, Mich.

DO YOU GENERALIZE IN YOUR MAIL?

Thousands of dollars are wasted every month in promiscuous mail matter sent at random to lumber buyers in the hope that somebody may find something he wants.

**Write a Specific Letter to Actual Users
of Each Item and See the Difference**

If you know exactly what quantity, kind, grade and dimension of hardwoods each factory uses and know the name of each buyer you can write a personal letter quoting only on those stocks each buyer really uses—and your total number of letters would not be any greater.

Such intelligent mail work is possible—you can secure the necessary information cheaply and quickly. Write us about it.

HARDWOOD RECORD
537 So. Dearborn St. Chicago, Ill.

Aardwood Record

Semi-Monthly
Twenty-Fourth Year

537 SOUTH DEARBORN STREET
CHICAGO, APRIL 10, 1919

Subscription \$2.
Vol. XLVI, No. 12



PENROD FOR WALNUT

Enough variety in figure and color to enable you to find anything you may need in the walnut line.

It has had plenty of time to become thoroughly seasoned and will be found in excellent condition for particular purposes.

"IF WALNUT THEN PENROD"



PENROD WALNUT & VENEER Co.



Kansas City, Missouri

The quality of our walnut has always been above criticism. It has been so uniformly satisfactory that many of our customers never think of inquiring elsewhere when they want walnut.

Our service will convince you that you can do no better when you need walnut than to order from the Penrod Walnut & Veneer Co., Kansas City, Mo.

A GENERATION IN THE BUSINESS



ESTABLISHED 1798

J. Gibson McIlvain & Co.

LUMBER

Hardwoods A Specialty

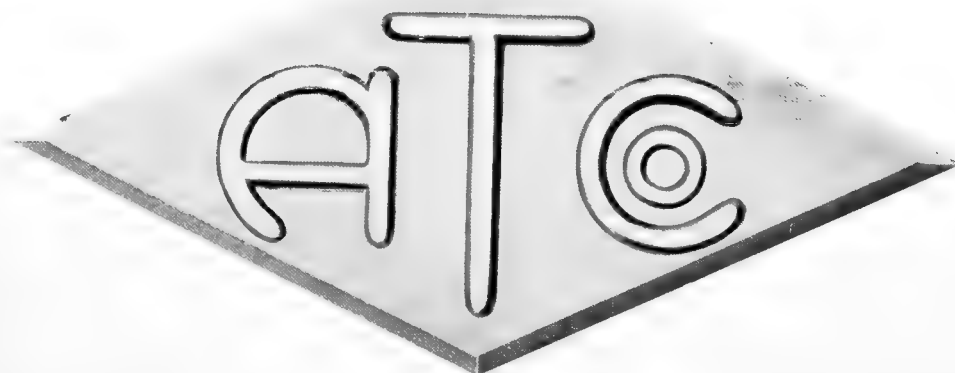
PHILADELPHIA, PENNSYLVANIA

Manufacturers

Wholesalers

THIS MARK MEANS

Quality—**GOLDEN RULE**—Service



THE ANDERSON-TULLY COMPANY

MEMPHIS, TENNESSEE

Southern Hardwood Manufacturers

70,000,000 feet a year

Michigan Hardwoods

Cadillac Quality

DRY STOCK MARCH 1, 1919

100 M 4/4 Basswood, No. 1 Common
 75 M 4/4 Basswood, No. 2 Common
 100 M 4/4 Basswood, No. 3 Common
 100 M 4/4 Gray Elm, No. 3 Common
 60 M 6/4 Gray Elm, FAS and Selects
 100 M 8/4 Gray Elm, No. 2 Common and Better
 4 M 4/4 Birdseye Maple, FAS, End Dried
 30 M 5/4 Maple, Step, FAS
 80 M 5/4 Maple, FAS and Selects
 50 M 6/4 Maple, Common and Better
 70 M 8/4 Maple, FAS and Selects

Also have ample stock of dry 4/4 Maple and can furnish any grade No. 2 Common or better.

Since last September we have been sawing Beech lumber, 5/8, 4/4, 5/4 and 6/4, and Maple 4/4, 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and 16/4 thicknesses.

Cobbs & Mitchell

INCORPORATED

Sales Department, Cadillac, Michigan

Michigan Hardwoods

Cadillac Quality

We have dry, March 1, 1919—

4/4 Basswood, Birch, Gray Elm, Maple,
 Birdseye Maple, and Beech
 5/4 Beech
 6/4 Beech and Gray Elm
 8/4 Gray Elm

We have part dry—

5/8 Beech
 5/4, 6/4, 8/4, 10/4, 12/4, 14/4 and
 16/4 Hard Maple

Some grades and widths are
 piled separately to better meet
 the requirements of the trade

Mitchell Brothers Co.

Sales Department, Cadillac, Michigan

"FINEST"

Maple and Beech FLOORING

We are members of the Maple Flooring Mfr's.
 Association

Flooring stamped M. F. M. A. insures quality

∴ Michigan ∴
 Hardwood Lumber

Write for Prices

W. D. Young & Co.

BAY CITY

MICHIGAN

WE WILL QUOTE ATTRACTIVE PRICES
 ON THE FOLLOWING:

20,000 ft. 1 1/16" x 2" Clear Maple
 Flooring
 35,000 ft. 13/16" x 4" No. 1 & Better
 Maple Flooring
 60,000 ft. 8/4 No. 2 Com. & Better Beech
 250,000 ft. 5/4 No. 3 Common Beech
 60,000 ft. 4/4 No. 1 and No. 2 Com. Birch
 300,000 ft. 6/4 No. 2 Com. & Better Elm
 150,000 ft. 6/4 No. 3 Common Elm
 40,000 ft. 8/4 No. 3 Common Elm
 150,000 ft. 6/4 No. 3 Common Beech
 150,000 ft. 6/4 No. 3 Common Maple

The Kneeland-Bigelow Company

Manufacturers of Hardwood Lumber

Bay City

Michigan

Following is a partial list of dry assorted stock carried on hand at Buffalo, N. Y., by representative lumbermen listed below.

Quick shipments can be made of mixed cars

BROWN ASH		CHESTNUT		HARD MAPLE		PLAIN WHITE OAK	
9,300'	1/2 to 7/8 FAS	17,800'	3/4 to 7/8 FAS	4,500'	3/4 to 7/8 FAS	133,100'	3/8 to 7/8 FAS
199,400'	4/4 FAS	569,900'	4/4 FAS	164,100'	4/4 FAS	533,100'	4/4 FAS
155,200'	5/4 FAS	179,300'	5/4 FAS	269,700'	5/4 FAS	318,400'	5/4 FAS
80,200'	6/4 FAS	102,600'	6/4 FAS	284,900'	6/4 FAS	208,800'	6/4 FAS
96,100'	8/4 FAS	114,900'	8/4 FAS	561,000'	8/4 FAS	353,200'	8/4 FAS
1,900'	10/4 FAS	12,000'	10/4 FAS	363,400'	10/4 FAS	355,600'	10/4 FAS
10,300'	12/4 FAS	10,000'	12/4 FAS	365,900'	12/4 FAS	409,300'	12/4 FAS
4,000'	16/4 FAS	3,500'	16/4 FAS	8,600'	14/4 FAS	4,500'	14/4 FAS
456,600'	4/4 No. 1 & 2 Com.	59,900'	3/4 to 7/8 No. 1 & 2 Com.	191,800'	16/4 FAS	132,700'	16/4 FAS
310,500'	5/4 No. 1 & 2 Com.	475,800'	4/4 No. 1 & 2 Com.	7,900'	3/4 to 7/8 No. 1 & 2 Com.	55,200'	3/4 to 7/8 No. 1 & 2 Com.
74,500'	6/4 No. 1 & 2 Com.	294,000'	5/4 No. 1 & 2 Com.	616,500'	4/4 No. 1 & 2 Com.	612,200'	4/4 No. 1 & 2 Com.
56,900'	8/4 No. 1 & 2 Com.	225,900'	6/4 No. 1 & 2 Com.	355,000'	5/4 No. 1 & 2 Com.	227,600'	5/4 No. 1 & 2 Com.
7,400'	10/4 No. 1 & 2 Com.	577,600'	8/4 No. 1 & 2 Com.	285,300'	6/4 No. 1 & 2 Com.	197,400'	6/4 No. 1 & 2 Com.
6,700'	12/4 No. 1 & 2 Com.	12,000'	10/4 No. 1 & 2 Com.	673,800'	8/4 No. 1 & 2 Com.	666,600'	8/4 No. 1 & 2 Com.
2,000'	16/4 No. 1 & 2 Com.	14,600'	12/4 No. 1 & 2 Com.	426,100'	10/4 No. 1 & 2 Com.	516,400'	10/4 No. 1 & 2 Com.
		3,200'	16/4 No. 1 & 2 Com.	353,100'	12/4 No. 1 & 2 Com.	585,400'	12/4 No. 1 & 2 Com.
				3,000'	14/4 No. 1 & 2 Com.	176,700'	16/4 No. 1 & 2 Com.
				123,300'	16/4 No. 1 & 2 Com.		
WHITE ASH		CYPRESS		SOFT MAPLE		QUARTERED WHITE OAK	
4,900'	3/4 to 7/8 FAS	157,200'	4/4 FAS	4,200'	3/4 to 7/8 FAS	98,500'	1/2 to 3/4 FAS
145,100'	4/4 FAS	152,500'	5/4 FAS	142,800'	4/4 FAS	277,100'	4/4 FAS
121,900'	5/4 FAS	121,600'	6/4 FAS	44,900'	5/4 FAS	73,500'	5/4 FAS
219,100'	6/4 FAS	136,500'	8/4 FAS	45,600'	6/4 FAS	126,800'	6/4 FAS
134,800'	8/4 FAS	61,000'	10/4 FAS	259,900'	8/4 FAS	83,800'	8/4 FAS
92,200'	10/4 FAS	91,700'	12/4 FAS	64,800'	10/4 FAS	18,000'	10/4 FAS
157,500'	12/4 FAS	1,000'	14/4 FAS	105,500'	12/4 FAS	26,800'	12/4 FAS
155,200'	16/4 FAS	34,000'	16/4 FAS	51,800'	16/4 FAS	6,900'	16/4 FAS
7,800'	3/4 to 7/8 No. 1 & 2 Com.	262,200'	4/4 Sel., Shop & C.	2,200'	3/4 to 7/8 No. 1 & 2 Com.	190,700'	1/2 to 3/4 No. 1 & 2 Com.
695,700'	4/4 No. 1 & 2 Com.	192,200'	5/4 Sel., Shop & C.	152,900'	4/4 No. 1 & 2 Com.	273,500'	4/4 No. 1 & 2 Com.
325,400'	5/4 No. 1 & 2 Com.	112,400'	6/4 Sel., Shop & C.	56,900'	5/4 No. 1 & 2 Com.	135,300'	5/4 No. 1 & 2 Com.
408,100'	6/4 No. 1 & 2 Com.	387,700'	8/4 Sel., Shop & C.	35,600'	6/4 No. 1 & 2 Com.	112,500'	6/4 No. 1 & 2 Com.
410,800'	8/4 No. 1 & 2 Com.	139,900'	10/4 Sel., Shop & C.	196,500'	8/4 No. 1 & 2 Com.	95,500'	8/4 No. 1 & 2 Com.
147,600'	10/4 No. 1 & 2 Com.	243,000'	12/4 Sel., Shop & C.	30,100'	10/4 No. 1 & 2 Com.	3,900'	10/4 No. 1 & 2 Com.
161,400'	12/4 No. 1 & 2 Com.	112,700'	16/4 Sel., Shop & C.	118,100'	12/4 No. 1 & 2 Com.	14,100'	12/4 No. 1 & 2 Com.
68,300'	16/4 No. 1 & 2 Com.			36,900'	16/4 No. 1 & 2 Com.	2,800'	16/4 No. 1 & 2 Com.
BASSWOOD		SOFT ELM		PLAIN RED OAK		POPLAR	
5,800'	3/4 to 7/8 FAS	312,300'	4/4 FAS	296,900'	3/8 to 7/8 FAS	112,800'	5/8 to 7/8 FAS
153,900'	4/4 FAS	93,100'	5/4 FAS	780,000'	4/4 FAS	158,400'	4/4 FAS
312,900'	5/4 FAS	226,300'	6/4 FAS	303,500'	5/4 FAS	66,500'	5/4 FAS
123,200'	6/4 FAS	370,500'	8/4 FAS	409,100'	6/4 FAS	62,600'	6/4 FAS
133,200'	8/4 FAS	169,800'	10/4 FAS	475,500'	8/4 FAS	166,100'	8/4 FAS
97,400'	10/4 FAS	333,200'	12/4 FAS	273,600'	10/4 FAS	42,800'	10/4 FAS
14,700'	12/4 FAS	41,600'	16/4 FAS	248,600'	12/4 FAS	59,400'	12/4 FAS
7,000'	16/4 FAS	670,000'	4/4 No. 1 & 2 Com.	105,200'	16/4 FAS	91,900'	16/4 FAS
5,700'	3/4 to 7/8 No. 1 & 2 Com.	168,700'	5/4 No. 1 & 2 Com.	74,400'	5/8 to 7/8 No. 1 & 2 Com.	48,000'	5/8 Saps & Sel.
511,100'	4/4 No. 1 & 2 Com.	554,400'	6/4 No. 1 & 2 Com.	331,900'	4/4 No. 1 & 2 Com.	373,500'	4/4 Saps & Sel.
484,000'	5/4 No. 1 & 2 Com.	832,200'	8/4 No. 1 & 2 Com.	351,200'	5/4 No. 1 & 2 Com.	79,000'	5/4 Saps & Sel.
279,000'	6/4 No. 1 & 2 Com.	329,800'	10/4 No. 1 & 2 Com.	239,300'	6/4 No. 1 & 2 Com.	66,600'	6/4 Saps & Sel.
173,800'	8/4 No. 1 & 2 Com.	433,100'	12/4 No. 1 & 2 Com.	455,800'	8/4 No. 1 & 2 Com.	72,100'	8/4 Saps & Sel.
67,800'	10/4 No. 1 & 2 Com.	83,500'	16/4 No. 1 & 2 Com.	238,500'	10/4 No. 1 & 2 Com.	27,000'	10/4 Saps & Sel.
60,000'	12/4 No. 1 & 2 Com.			200,600'	12/4 No. 1 & 2 Com.	122,600'	12/4 Saps & Sel.
13,200'	16/4 No. 1 & 2 Com.			60,400'	16/4 No. 1 & 2 Com.	17,500'	16/4 Saps & Sel.
RED & WHITE BIRCH		RED GUM		QUARTERED RED OAK		101,100'	5/8 to 7/8 No. 1 & 2 Com.
4,800'	3/4 FAS	2,000'	3/4 FAS	9,700'	3/4 to 7/8 FAS	779,800'	4/4 No. 1 & 2 Com.
600,500'	4/4 FAS	299,400'	4/4 FAS	104,400'	4/4 FAS	272,700'	5/4 No. 1 & 2 Com.
306,900'	5/4 FAS	117,300'	5/4 FAS	29,800'	5/4 FAS	322,400'	6/4 No. 1 & 2 Com.
456,200'	6/4 FAS	118,000'	6/4 FAS	43,300'	6/4 FAS	647,300'	8/4 No. 1 & 2 Com.
317,000'	8/4 FAS	117,300'	8/4 FAS	7,700'	8/4 FAS	105,900'	10/4 No. 1 & 2 Com.
32,800'	10/4 FAS	1,500'	3/4 No. 1 & 2 Com.	2,200'	10/4 FAS	137,000'	12/4 No. 1 & 2 Com.
82,700'	12/4 FAS	186,000'	4/4 No. 1 & 2 Com.	1,500'	12/4 FAS	23,800'	16/4 No. 1 & 2 Com.
12,100'	16/4 FAS	97,600'	5/4 No. 1 & 2 Com.	3,800'	16/4 FAS		
558,000'	4/4 No. 1 & 2 Com.	69,700'	6/4 No. 1 & 2 Com.	11,100'	3/4 to 7/8 No. 1 & 2 Com.		
83,600'	5/4 No. 1 & 2 Com.	66,300'	8/4 No. 1 & 2 Com.	174,700'	4/4 No. 1 & 2 Com.		
61,900'	6/4 No. 1 & 2 Com.	19,500'	8/4 Qtd. FAS	45,700'	5/4 No. 1 & 2 Com.		
71,800'	8/4 No. 1 & 2 Com.	15,000'	8/4 Qtd. No. 1 C.	41,300'	6/4 No. 1 & 2 Com.		
33,700'	10/4 No. 1 & 2 Com.			24,200'	8/4 No. 1 & 2 Com.		
18,000'	12/4 No. 1 & 2 Com.			4,000'	10/4 No. 1 & 2 Com.		
CHERRY		SAP GUM		3,600'	12/4 No. 1 & 2 Com.		
8,600'	3/4 No. 2 C. & Btr.	144,700'	4/4 FAS	1,000'	16/4 No. 1 & 2 Com.		
555,900'	4/4 No. 2 C. & Btr.	33,000'	5/4 FAS				
32,000'	5/4 No. 2 C. & Btr.	19,500'	6/4 FAS				
125,000'	6/4 No. 2 C. & Btr.	36,700'	8/4 FAS				
85,600'	8/4 No. 2 C. & Btr.	2,500'	3/4 No. 1 & 2 Com.				
11,700'	10/4 No. 2 C. & Btr.	58,900'	4/4 No. 1 & 2 Com.				
44,000'	12/4 No. 2 C. & Btr.	59,200'	5/4 No. 1 & 2 Com.				
28,600'	16/4 No. 2 C. & Btr.	108,000'	6/4 No. 1 & 2 Com.				
		61,500'	8/4 No. 1 & 2 Com.				
		13,000'	8/4 Qtd. FAS				
		5,500'	8/4 Qtd. No. 1 C.				

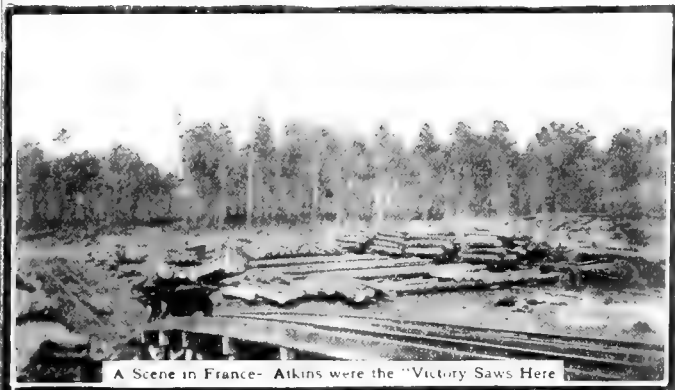
Also Beech, Butternut, Cedar, Cottonwood, Rock Elm, Hickory, Mahogany, Plain and Quartered Sycamore.

Atlantic Lumber Co.
Miller, Sturm & Miller
Buffalo Hardwood Lumber Co.

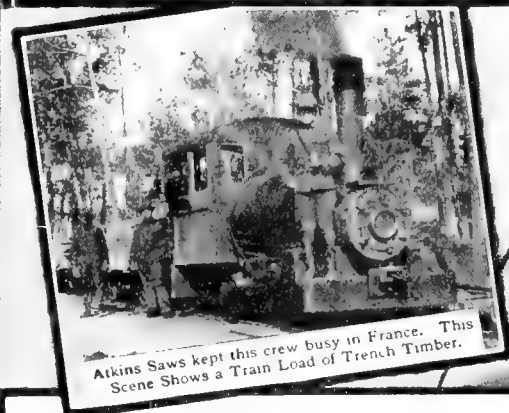
T. Sullivan & Co.
Taylor & Crate
Hugh McLean Lumber Co.
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G. Elias & Bro., Inc.
Blakeslee, Perrin & Darling
Standard Hardwood Lumber Co.

ATKINS SILVER STEEL SAWS



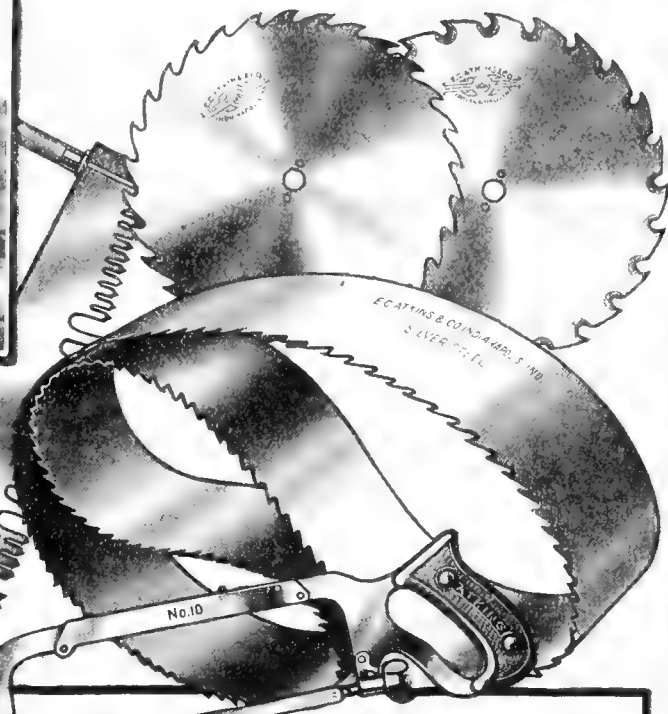
A Scene in France—Atkins were the "Victory Saws Here"



Atkins Saws kept this crew busy in France. This Scene Shows a Train Load of Trench Timber.



An American Atkins-Equipped Saw Mill in France—The French Have Some Good Mills now and Many Atkins Saws.



WHEN THE BOYS COME HOME

They'll Remember

Atkins Silver Steel Saws

They were used "Over There" in the United States Army Forest Regiments because Uncle Sam found them dependable in the fiercest service. When we were sending thousands upon thousands of saws to France our watch word was

OUR COUNTRY FIRST

and we say it again, because we are ready for you and can take care of your orders promptly with

A Perfect Saw for Every Purpose

Do like Uncle Sam, make your mills 100% ATKINS.

Write for literature.

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People"

Established 1857

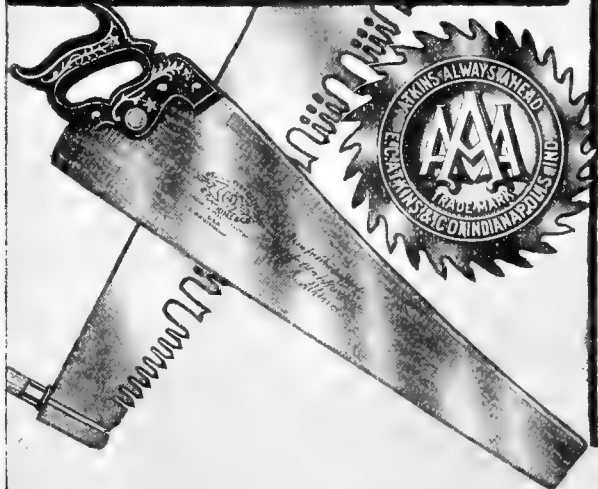
Home Office and Factory, Indianapolis, Ind.

Canadian Factory, Hamilton, Ont.

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	Memphis	New Orleans	Portland, Ore.	Seattle
Chicago	Minneapolis	New York City	San Francisco	Vancouver, B. C.
		Sydney, N. S. W.	Paris, France	



ANNOUNCEMENT

The sale and distribution of our products will hereafter be conducted from our main office, L'Anse, Michigan. We solicit the continued patronage of our old friends and welcome the opportunity to acquire new ones. Your business will receive the same care and attention given in the past. Our large and complete assortment of

HARDWOODS & HEMLOCK
enables us to guarantee
PROMPT SERVICE

We have a large stock of
BIRCH, MAPLE AND BASSWOOD

STEARNS & CULVER
Lumber Company
L'ANSE, MICHIGAN

WILLIAM HORNER

Reed City and Newberry, Mich.
Head Office, Reed City, Mich.

Manufacturer of

Smoothest Maple, Birch and Beech
FLOORING

ALL SIZES

**COMMERCIAL
KILN DRYING
A SPECIALTY**

Sole European Representatives: TICKLE BELL AND CO.
Royal Liver Bldg., Liverpool, Eng.

NORTH CAROLINA PINE AND WEST VIRGINIA HARDWOODS

Capacity 300,000 Ft. per Day

Conway, S. C. { **MILLS** } Porterwood, W. Va.
Jacksonville, N. C. { } Wildell, W. Va.
Hertford, N. C. { } Mill Creek, W. Va.

Willson Bros. Lumber Co.
MANUFACTURERS

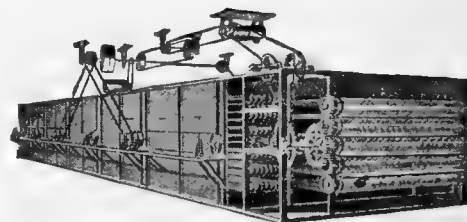
MAIN OFFICE: PITTSBURGH, PA.

Proctor **DRYERS** for **VENEER**

No checks or
splits. Enor-
mous output.
Low labor cost.

The Philadelphia
Textile
Machinery Co.

Philadelphia



Salt Lick Lumber Co. SALT LICK KENTUCKY

MANUFACTURERS OF



Oak Flooring

Complete stock of 3/8" and 13/16" in all
standard widths

VON PLATEN LUMBER CO.

IRON MOUNTAIN

MICHIGAN

Manufacturers of

NORTHERN HARDWOODS

BASSWOOD

5/4 No. 3 Com. No. 2 Com. and No. 1 Com. & Btr.

6/4 No. 3 Com. No. 2 Com. & Btr.

8/4 No. 1 Com. & Btr.

A—Manufacturer of Implement Stock.
B—Manufacturer of Car Material.
C—Manufacturer of Factory Dimensions.

"USE OAK"

* Has Individual Display Ad on Page Designated.

(*See page —)
Wood-Mosaic Company, Inc.
New Albany, Ind.
Manufacturer

(*See page 29)
Hoffman Brothers Lumber Company
Manufacturer
Ft. Wayne, Ind.

(*See page 43)
Manufacturers of Hardwood Lumber and Flooring
The Mowbray & Robinson Company
Cincinnati, Ohio

White oaks ripen their acorns in a single season, while those of red oaks hang on the trees and grow during two summers. They are usually quite small at the close of the first growing season.

(*See page 38)
Long-Bell Lumber Company
Band Saw Operators in Southern Hardwoods
Kansas City, Missouri

A, B, C—
15 years' supply assured by 32,000 acres Virgin St. Francis Basin Timber, largely Oak.
Tschudy Lumber Company,
Manufacturer, Kansas City, MISSOURI

Several oaks in different parts of the United States are known locally as "rock oak," but that is not the proper name of any.

The "Conestoga wagons," famous a century ago, and sometimes called "prairie schooners," were made wholly of oak and iron, and were good for a quarter of a century of hard usage. They were made at Conestoga, Pa..

(*See page —)
Charles H. Barnaby
Manufacturers of Band Sawn Hardwood Lumber and Veneers
Greencastle, Ind.

(*See page —)
We have to offer at present 1 car 4/4 FAS Quartered White Oak, 1 car 4/4 No. 1 C. & Bet. Quartered Red Oak
SWAIN-ROACH LUMBER CO.
Manufacturer Seymour, INDIANA

(*See page 52)
J. V. Stimson
Manufacturer and Wholesaler Hardwood Lumber
Huntingburg, Indiana

(*See page 41)
Miller Lumber Company
Manufacturer and Dealer in All Kinds of Hardwood Lumber
Marianna, Arkansas

(*See page 52)
Nice stock of dry 4/4, 5/4 & 6/4 Plain Red and White Oak on hand at Burdette, Ark., for prompt shipment.
THREE STATES LUMBER CO.
Manufacturer, Memphis TENNESSEE

B & C—
We Manufacture Hardwood From Fine West Virginia Timber
WARN LUMBER CORPORATION
Raywood, W. Va.

(*See page 13)
J. H. Bonner & Sons
Manufacturers Band Sawn Hardwood Lumber
Memphis, Tenn. Mill: Jonquil, Ark.

A, B & C—
Carr Lumber Company, Inc.
Biltmore Hardwoods
Pisgah Forest, N. C.
Manufacturer

(*See page —)
W. P. Brown & Sons Lumber Co.
9 Band Mills manufacturing hardwoods
Louisville, Ky.

Band Sawn, Steam Dried, Arkansas Hardwoods
Edgar Lumber Company
Wesson, Arkansas

(*See page 6)
Salt Lick Lumber Company
Hardwood Manufacturer
Salt Lick, Kentucky

(*See page 11)
Pritchard-Wheeler Lumber Co.
Manufacturers Band Sawn Hardwood Lumber and Quartered Oak, Ash and Gum
Memphis, Tennessee

Our Lumber is Well Manufactured and Well Taken Care of. Write us for prices in anything in hardwoods.
THE FERD BRENNER LUMBER COMPANY,
Alexandria, LOUISIANA

(*See page 12)
Goodlander-Robertson Lumber Co.
Manufacturer of Hardwoods
Memphis, Tennessee

We have for fall shipment large stock of 10/4 and 12/4 C. & Bet. Oak; other thicknesses from 4/4 to 8/4 in all grades.
FARRIS HARDWOOD LUMBER CO.,
Manufacturer, Nashville, TENNESSEE

Special. **ALTON LUMBER COMPANY**
1 car 9/4 Government Quality White Oak
1 car 14/4 Government Quality White Oak
20 cars 4/4, 5/4, 6/4 & 8/4 Sound Wormy Chestnut
Buckhannon, West Virginia

For anything in OAK write these representative firms

B & C
Manufacturers Band Sawn Plain and Quartered. Oak and other Hardwood Lumber
Hillyer-Deutsch-Edwards, Inc.
San Antonio, Texas

5 cars 4/4 White Oak FAS & No. 1 C.
10 cars 5/4 Plain Red Oak Seps FAS & No. 1 C.
WILLIAMSON-KUNY MILL & LUMBER CO.
Manufacturer, Mound City, ILLINOIS

(*See page 14)
Special—500,000 ft. 4/4 FAS Plain White & Red Oak
LAMB-FISH LUMBER CO.
Manufacturer, Charleston, MISSISSIPPI

The golden oak which grows in California, is not so named because of the color of its wood, but on account of the yellow fuzz on the under side of its leaf.

The hardest oak lacks much of being as hard as lignum vitae; the strongest is weaker than locust; the heaviest is lighter than mangrove; but in average of good qualities it would be hard to find a wood superior to oak.

We Manufacture Hardwood Lumber
C. & W. Kramer Company
Richmond, Indiana

B—
We specialize in White and Red Oak and in Quartered Red Gum. We solicit your inquiries.
ALEXANDER BROTHERS,
Manufacturers, Belzoni, MISSISSIPPI

C—
Special
1 car 6/4x20" Qtd. Red Oak Seat Stock
1 car 6/4x18" Qtd. White Oak Seat Stock
1 car 4/4x12" & wdr. Plain Oak
ARKLA LBR. & MFG. CO.,
St. Louis, MISSOURI

A, B & C—
Triple Band of
The Meadow River Lumber Company
Rainelle, W. Va.
Manufacturer High-Grade Hardwoods

(*See page 12)
QUARTERED OAK OUR SPECIALTY
Memphis Band Mill Company
Manufacturer, Memphis TENNESSEE

Manufacturers of Plain and Quartered Oak also
Oak Timbers and Bridge Plank
SABINE TRAM COMPANY,
DRAUMONT, TEXAS

All stock cut from our Virgin Timber on modern band mills.

THISTLETHWAITE LUMBER COMPANY.
Manufacturer
Washington, LOUISIANA

(*See page 15)
Tallahatchie Lumber Company
Manufacturers of Band Sawn Hardwoods
Philipp, Mississippi

(*See page 45)
ARLINGTON LUMBER COMPANY
Manufacturers of Band Sawn Hardwood Lumber
Mills: Arlington, Ky., and Park Place, Ark. Write Arlington KENTUCKY

(*See page 16)
6,000,000 Feet of Oak Always on Hand in 1 to 2" Stock
BLISS-COOK OAK COMPANY,
Manufacturer Blissville, ARKANSAS

It is believed that the combined stand of all other species of oak in the United States would not equal that of the common white oak. It is fortunate that it possesses so many good qualities and grows in so many parts of the country.

A, B & C—
Chas. F. Luehrmann Hardwood Lbr. Co.
Manufacturers and Wholesale Lumber Dealers
St. Louis, Missouri

Yellow Poplar Lumber Company
Coal Grove, Ohio
Manufacturer

(*See pages 2-11)
Anderson-Tully Co.
Manufacturers of
Hardwood Lumber—Veneers—Packing Boxes—Egg Cases
Mills: Memphis, Tenn.; Vicksburg, Miss.; Rayville, La.; Madison, Ark. MEMPHIS, TENN., U. S. A.

The Band Mill, Planing Mill and Dry Kiln of the
Williams Lumber Company
is located at
Fayetteville, Tennessee

All lumber piled in same lengths and similarly loaded in cars
CLAY LUMBER COMPANY.
Manufacturer, Middle Fork, W. VA.

The scarcest of all the oaks of the United States are believed to be Bartram oak and the Price oak. All known specimens of these two trees could stand on a single acre and still leave considerable ground unoccupied.

Band Sawn, Equalized, Forked Leaf White Oak
Thin Oak and Ash Specialties

MANSFIELD HARDWOOD LUMBER CO.
Manufacturer SHREVEPORT, LA.

For 25 years we have made Oak and still specialize in this, the best of American hardwoods. Our prices, grades and service are worth considering.

LOVE, BOYD & CO.,
Manufacturer, Nashville, TENNESSEE

B & C—
High Grade Lumber
Hyde Lumber Company
South Bend, Indiana
Band Mills: Arkansas City, Ark. Lake Providence, La.

Botanists who are looked upon as authority in such matters, have agreed to change the book name of Northern red oak from *quercus rubra* to *quercus borealis*.

(*See page 15)
Carrier Lumber & Mfg. Co., Inc.
Sardis, Miss.
Kiln Dried Stocks a Specialty
Manufacturer

(*See page 14) 150,000 ft. 4/4 No. 2 Com. Plain Oak
Specialists in Bone Dry, Good Widths & Lengths—
Prompt Shipment

BARR-HOLADAY LUMBER CO.,
Manufacturer, Greenfield, OHIO

We are cutting off 20,000 acres of the finest Oak in West Virginia. For the very best, try
AMERICAN COLUMN & LUMBER CO.,
Manufacturer, St. Albans, W. VA.

Babcock Lumber Company
Pittsburgh, Pa.
Annual Capacity, 150,000,000 Feet
Manufacturer

Pardee & Curtin Lumber Company
Sales Office—Clarksburg, W. Va.
Band Mills—Curtin, Coal Sid-
ing and Hemlin Falls. W. VA.

Specialties
Quarter-sawn White Oak, Plain Red and White Oak
C. L. RITTER LUMBER COMPANY,
ROCKCASTLE LUMBER COMPANY,
Manufacturers, Huntington, W. Va.

The stand of oak in Tennessee has been estimated at 25,000,000,000 feet, and that is equalled by West Virginia, while Arkansas leads all others with 26,765,000,000. Kentucky is credited with 22,600,000,000 feet, Pennsylvania with 13,300,000,000 and Ohio 13,600,000,000.

J. RAYNER CO.
INCORPORATED
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CANNOLL AVE. AND SHELTON ST.
CHICAGO

A floor to adore



For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts., CHICAGO, ILL.

The Largest Table Company
in the World

The Imperial Furniture Co.

GRAND RAPIDS

are replacing their Dry Kilns
by a battery of up-to-date

**GRAND RAPIDS
VAPOR KILNS**

GRAND RAPIDS VENEER WORKS

Grand Rapids, Mich., Seattle, Wash.

→ **For Greatest Range of Uses** ←

and

Easiest Handling

buy the

Hoosier Self Feed Rip Saw. This machine has earned thousands of dollars for owners in the manufacture of dimension lumber, crating, etc., because its entirely novel design, resulting in surprising ease of operation and adaptability, makes possible a profit where a loss is often expected in this work. The

Hoosier Self-Feed Rip Saw

has a positive and powerful feed which handles the heaviest material as readily as the lightest.

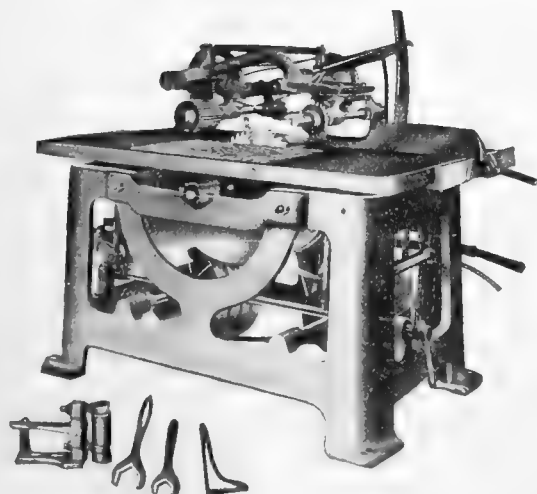
The table, raised and lowered with the crank in front of the machine, is always level—always securely locked.

The Hoosier rips anything up to 6 inches thick and 17 inches wide. It feeds 35, 75, 100 or 150 feet a minute.

Manufactured exclusively by

The SINKER-DAVIS COMPANY

INDIANAPOLIS, INDIANA



The "HOOSIER," the rip saw which makes profitable dimension manufacture and grade refining at the mill possible. Hundreds of users already—you will be another if you will let us tell you all about it—Will you?

MEMPHIS TENNESSEE

THE WONDER CITY OF HARDWOOD PRODUCTION

Musical Instruments

Manufacturers of musical instruments are large users of American woods. No one of them greatly predominates over all the others, though there is much difference in the totals. A few are demanded in small quantities only, but the fact stands out prominently that America is well provided with excellent woods for musical instruments. The list which follows is not complete. It includes only the more important woods employed in this industry and omits such as are demanded in small quantities. The figures represent the annual use in board feet.

MAPLE	45,482,775
YELLOW POPLAR	40,371,925
CHESTNUT	38,125,141
SPRUCE	29,144,150
OAK	20,638,480
ELM	15,602,440
BIRCH	12,349,055
BASSWOOD	10,968,180
WHITE PINE	9,394,820
RED GUM	9,243,825
BLACK WALNUT	4,991,808
BEECH	4,186,000
ASH	2,377,332
COTTONWOOD	2,351,000
YELLOW PINE	2,107,994
SUGAR PINE	1,004,400

No wood is here listed unless it is used in amount exceeding one million feet a year. Some of the woods occupying places in this list are not important in the Memphis district; but others, particularly oak, ash, cottonwood, yellow poplar, and red gum are abundant and at their best in the region tributary to this city.



MEMPHIS

Regular Widths and Lengths

ELM	PLAIN RED OAK
50,000' 12/4" Log Run	17,000' 4/4" FAS, 8 to 10'
PLAIN SAP GUM	PLAIN WHITE OAK
75,000' 4/4" No. 1 Com.	82,000' 4/4" No. 1 Com.
30,000' 4/4" No. 2 Com.	17,000' 10/4" FAS
100,000' 4/4" Box Boards, 9 to 12"	20,000' 12/4" FAS
200,000' 4/4" Box Boards, 13 to 17"	15,000' 16/4" FAS
30,000' 4/4" FAS, 13" & up	PLAIN WHITE AND RED OAK
HICKORY	100,000' 10/4" No. 1 Com. & Btr.
26,000' 12/4" Log Run	300,000' 12/4" No. 1 Com. & Btr.

Ferguson & Palmer Co.

White Ash Our Specialty

ASH	7,000' 8/4" FAS, 12" & up
5,000' 4/4" FAS, Regular	17,000' 12/4" FAS, 12" & up
2,000' 6/4" FAS, Regular	25,000' 4/4" No. 1 Com.
35,000' 8/4" FAS, Regular	18,000' 5/4" No. 1 Com.
6,000' 10/4" FAS, Regular	98,000' 6/4" No. 1 Com.
22,000' 12/4" FAS, Regular	96,000' 8/4" No. 1 Com.
1,000' 14/4" FAS, Regular	1,000' 10/4" No. 1 Com.
24,000' 16/4" FAS, Regular	5,000' 12/4" No. 1 Com.
2,000' 20/4" FAS, Regular	1,000' 16/4" No. 1 Com.
3,000' 4/4" FAS, 10" & up	18,000' 4/4" No. 2 Com.
2,000' 6/4" FAS, 10" & up	5,000' 5/4" No. 2 Com.
8,000' 8/4" FAS, 10" & up	5,000' 6/4" No. 2 Com.
12,000' 12/4" FAS, 10" & up	10,000' 8/4" No. 2 Com.
1,000' 6/4" FAS, 12" & up	2,500' 16/4" No. 2 Com.

JOHN M. WOODS LUMBER CO.

Ten Million Feet of Hardwoods

IN GOOD ASSORTMENT OF THICKNESSES AND GRADES

DRY KILN of modern type, with 500,000 ft. per month capacity

JAMES E. STARK & CO., Inc.

KILN-DRIED OAK

200M ft. No. 1 Com. Oak 9 to 12" wide
Kiln dried S2S to 9/16"

Wire or write for price

THANE LUMBER CO.

ASH	35,000' 5/4" No. 1 Com.
1 car 5/4" FAS, 10" & up	23,000' 6/4" No. 1 Com.
2 cars 5/4" No. 1 Com.	SAP GUM
2 cars 5/4" No. 2 Com.	250,000' 4/4" Log Run
15,000' 8/4" Log Run	335,000' 5/4" Log Run
BEECH	MAPLE
10,000' 6/4" Log Run	25,000' 6/4" Log Run
25,000' 10/4" Log Run	30,000' 8/4" Log Run
CYPRESS	7,000' 10/4" Log Run
15,000' 4/4" FAS	10,000' 12/4" Log Run
40,000' 4/4" Selects	PLAIN WHITE OAK
55,000' 4/4" Shop & Btr.	40,000' 4/4" No. 1 Com.
50,000' 8/4" Shop & Btr.	10,000' 6/4" No. 1 Com.
1 car 12/4" Sel. & Btr.	RED OAK
ELM	18,000' 8/4" FAS
30,000' 6/4" Com. & Btr.	80,000' 4/4" No. 1 Com.
30,000' 12/4" Com. & Btr.	26,000' 6/4" No. 1 Com.
RED GUM	POPLAR
35,000' 4/4" FAS	16,000' 8/4" Saps & Btr.
22,000' 5/4" FAS	38,000' 4/4" No. 1 Com.
23,000' 6/4" FAS	85,000' 8/4" No. 1 Com.
25,000' 4/4" No. 1 Com.	30,000' 1/4" No. 2 Com.
	50,000' 8/4" No. 2 Com.

WELSH LUMBER COMPANY

SPECIALS

For QUICK SHIPMENT

3 cars	4/4 Select Cypress—12 Mo. dry.
5 cars	8/4 No. 1 C. & B. Qtd. Sap Gum—18 Mo. dry.
10 cars	4/4 No. 1 Com. Plain Red Oak—18 Mo. dry.
5 cars	5/4 No. 1 Com. Plain Red Oak—18 Mo. dry.
4 cars	6/4 No. 2 C. & B. Soft Maple—12 Mo. dry.
5 cars	8/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
5 cars	12/4 No. 2 C. & B. Soft Maple—18 Mo. dry.
3 cars	12/4 No. 2 C. & B. Soft Elm—18 Mo. dry.

Write or wire for attractive prices

Baker-Matthews Lumber Co.

QUARTERED WHITE OAK

1 car	4/4" FAS
1 car	4/4" No. 1 Com.
PLAIN WHITE OAK	
3 cars	4/4" No. 1 Com.
3 cars	4/4" No. 2 Com.

PLAIN RED OAK

2 cars	4/4" FAS
4 cars	4/4" No. 1 Com.
3 cars	4/4" No. 2 Com.
2 cars	4/4" Sound Wormy
6 cars	4/4" No. 3 Com.
3 cars	12/4" Crossing Plank
1 car	16/4" Crossing Plank

SOFT ELM

1 car	4/4" Log Run
3 cars	6/4" Log Run, 8 mos dry
2 cars	8/4" Log Run, 8 mos dry
4 cars	12/4" Log Run, 8 mos dry
5 cars	16/4" Log Run

COTTONWOOD

1 car	4/4" Box Boards, 9-12"
1 car	4/4" Box Boards, 13-17"
1 car	4/4" No. 1 Com., 12" & up

PLAIN BLACK GUM

2 cars	4/4" Log Run
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QUARTERED SYCAMORE

1 car	4/4" Log Run
-------	--------------

QUARTERED RED GUM

4 cars	4/4" No. 1 Com.
--------	-----------------

PLAIN RED GUM

2 cars	4/4" FAS
--------	----------

SAP GUM

4 cars	4/4" No. 1 Com.
--------	-----------------

SOFT ELM

3 cars	4/4" FAS
--------	----------

SOFT ELM

2 cars	4/4" No. 1 Com.
--------	-----------------

SOFT ELM

3 cars	4/4" No. 2 Com.
--------	-----------------

SOFT ELM

4 cars	4/4" No. 3 Com.
--------	-----------------

SOFT ELM

4 cars	4/4" Box Boards, 9-12"
--------	------------------------

SOFT ELM

6 cars	4/4" Box Boards, 13-17"
--------	-------------------------

SOFT ELM

All Grades and Thicknesses	
----------------------------	--

Stimson Veneer & Lbr. Co.

COTTONWOOD

75,000' 4/4" Box Boards, 8" to 12", 8 mos. dry	
--	--

ELM

(Regular Width)	
-----------------	--

ELM

1 car	6/4" Log Run, 8 mos dry
-------	-------------------------

ELM

2 cars	8/4" Log Run, 8 mos dry
--------	-------------------------

ELM

3 cars	12/4" Log Run, 8 mos dry
--------	--------------------------

ELM

(Regular Width)	
-----------------	--

ELM

100,000' 4/4" No. 1 Com. & Btr., 3 mos. dry	
---	--

ELM

200,000' 4/4" No. 1 Com., 6 mos. dry	
--------------------------------------	--

ELM

30,000' 4/4" No. 1 Com. & Btr., 10" to 12", 8 mos. dry	
--	--

ELM

(Regular Width)	
-----------------	--

ELM

60,000' 4/4" No. 1 Com. & Btr., 3 mos. dry	
--	--

ELM

(Regular Width)	
-----------------	--

SAP GUM

(Regular Width)	
-----------------	--

SAP GUM

300,000' 4/4" No. 1 Com., 6 mos. dry	
--------------------------------------	--

SAP GUM

250,000' 4/4" No. 2 Com., 6 mos. dry	
--------------------------------------	--

SAP GUM

100,000' 4/4" No. 3 Com., 6 mos. dry	
--------------------------------------	--

SAP GUM

(Regular Width)	
-----------------	--

SAP GUM

25,000' 4/4" FAS, 10 mos. dry	
-------------------------------	--

SAP GUM

(Regular Width)	
-----------------	--

SAP GUM

100,000' 4/4" Box Boards, 8" to 12", 6 mos. dry	
---	--

SAP GUM

100,000' 4/4" Box Boards, 13-17", 6 mos. dry	
--	--

SAP GUM

(Regular Width)	
-----------------	--

SAP GUM

35,000' 10/4" FAS, 8 mos. dry	
-------------------------------	--

SAP GUM

100,000' 10/4" No. 1 Com., 8 mos. dry	
---------------------------------------	--

BROWN LAND & LUMBER CO.

MEMPHIS



WHITE ASH

22,000' 4 1/2" FAS, 6-9", 8-10", dry
11,700' 7 1/2" FAS, 6-9", 8-10", dry
27,000' 4 1/2" FAS, 10" & up, 8-16", dry
12,000' 4 1/2" No. 1 Com., 10" & up, dry
6,000' 6 1/2" FAS, 6-9", 8-10", dry
17,000' 6 1/2" FAS, 10" & up, 8-16", dry
53,000' 6 1/2" No. 1 Com., 10" & up, 8-16", dry
27,000' 8 1/2" FAS, 6-9", 8-16", dry
60,000' 8 1/2" FAS, 10" & up, 8-16", dry
6,700' 8 1/2" FAS, 12" & up, 8-16", dry
55,000' 12 1/2" FAS, 6" & up, 8-16", dry

38,000' 12 1/2" FAS, 12" & up, 8-16", dry
76,000' 16 1/2" FAS, 6" & up, 8-16", dry
26,000' 16 1/2" FAS, 12" & up, 8-16", dry
15,000' 20 1/2" FAS, 6" & up, 8-16", dry
28,000' 4 1/2" No. 1 Com.
30,000' 5 1/2" No. 1 Com.
153,000' 6 1/2" No. 1 Com.
286,000' 8 1/2" No. 1 Com.
21,000' 10 1/2" No. 1 Com.
3,000' 12 1/2" No. 1 Com.
15,000' 4 1/2" No. 2 Com.
3,000' 5 1/2" No. 2 Com.
57,000' 6 1/2" No. 2 Com.
43,000' 8 1/2" No. 2 Com.
8,500' 10 1/2" No. 2 Com.
9,000' 12 1/2" No. 2 Com.
7,500' 16 1/2" No. 2 Com.
19,000' 6 1/2" Strips, 2 1/2-5 1/2"

SAP GUM

100,000' FAS, 4 1/2"
50,000' FAS, 5 1/2"
70,000' FAS, 6 1/2"

PLAIN RED GUM

150,000' FAS, 4 1/2"
10,000' FAS, 5 1/2"
10,000' FAS, 6 1/2"
200,000' No. 1 Com., 4 1/2"
65,000' No. 1 Com., 5 1/2"
20,000' No. 1 Com., 6 1/2"

QUARTERED RED GUM

60,000' No. 1 Com. & Btr., 4 1/2"
80,000' No. 1 Com. & Btr., 5 1/2"
60,000' No. 1 Com. & Btr., 6 1/2"
25,000' FAS, 8 1/2"
90,000' No. 1 Com., 8 1/2"

SAP, NO DEFECT

100,000' No. 1 Com. & Btr., 8 1/4"
COTTONWOOD
110,000' No. 1 & Panel, 4 1/4-18" up.

CYPRESS

40,000' FAS, 8 1/4"
20,000' Selects, 4 1/2"
40,000' Selects, 5 1/2"
40,000' Selects, 6 1/2"
75,000' Selects, 8 1/2"
30,000' Rhop & Btr., 10 1/4"
70,000' Rhop & Btr., 12 1/4"
60,000' No. 1 Shop, 4 1/2"
70,000' No. 1 Shop, 5 1/2"
50,000' No. 1 Shop, 6 1/2"
25,000' No. 1 Shop, 8 1/2"
27,000' No. 1 Shop, 12 1/4"
200,000' Pecky, 4 1/2"
22,000' Pecky, 5 1/2"
20,000' Pecky, 6 1/2"
23,000' Pecky, 8 1/2"

DUDLEY LUMBER CO., Inc.

ASH

30,000' 5 1/2" No. 1 Com.

ELM

60,000' 6 1/2" No. 2 Com. & Btr.
60,000' 10 1/2" No. 1 Com. & Btr.
75,000' 12 1/2" No. 1 Com. & Btr.

PLAIN RED GUM

200,000' 4 1/2" FAS
300,000' 4 1/2" No. 1 Com.
30,000' 5 1/2" FAS
80,000' 5 1/2" No. 1 Com.
60,000' 6 1/2" FAS
90,000' 6 1/2" No. 1 Com.

QUARTERED RED GUM

140,000' 4 1/2" No. 1 Com.

SAP GUM

100,000' 5 1/2" FAS
200,000' 5 1/2" No. 1 Com.
25,000' 5 1/2" No. 2 Com.
125,000' 4 1/2" Box Boards, 13-17"
175,000' 4 1/2" Box Boards, 9-12"
50,000' 4 1/2" FAS, 18" up
100,000' 4 1/2" FAS, 13-17"
175,000' 4 1/2" FAS, 6-12"
300,000' 4 1/2" No. 1 Com.
300,000' 4 1/2" No. 2 Com.
90,000' 4 1/2" No. 3 Com.

Above Stock Is of Regular Widths and Lengths

Pritchard-Wheeler Lumber Co.

Band Mills: Madison, Ark., Wisner, La.

ASH

85,000' 4 1/2" No. 1 Com.
210,000' 4 1/2" No. 2 Com.
120,000' 8 1/2" No. 1 Com.

SOFT MAPLE

10,000' 12 1/2" Log Run

ELM

55,000' 12 1/2" Log Run

PLAIN WHITE OAK

60,000' 4 1/2" No. 1 Com.
20,000' 5 1/2" No. 1 Com.
120,000' 6 1/2" No. 1 Com.
20,000' 8 1/2" No. 1 Com. & Btr.
50,000' 12 1/2" No. 1 Com. & Btr.

PLAIN RED OAK

50,000' 4 1/2" No. 1 Com.
100,000' 5 1/2" No. 1 Com.
140,000' 6 1/2" No. 1 Com.
30,000' 8 1/2" No. 1 Com. & Btr.
18,000' 10 1/2" No. 1 Com. & Btr.

MIXED OAK

50,000' 12 1/2" Crossing Plank

PLAIN RED GUM

275,000' 4 1/2" No. 1 Com.

60,000' 5 1/2" No. 1 Com.

QUARTERED RED GUM

40,000' 4 1/2" No. 1 Com.

SAP GUM

35,000' 5 1/2" Nos. 1 & 2 Com.
215,000' 5 1/2" No. 1 Com.

PENROD-JURDEN COMPANY

RED OAK

150,000' 5 1/2" Com. & Btr.
200,000' 6 1/2" Com. & Btr.
150,000' 8 1/2" Com. & Btr.
15,000' 10 1/2" Com. & Btr.
110,000' 11 1/2" Com. & Btr.
120,000' 12 1/2" Com. & Btr.
25,000' 15 1/2" Com. & Btr.

WHITE OAK

12,000' 6 1/2" Com. & Btr.
150,000' 8 1/2" Com. & Btr.
2,000' 10 1/2" Com. & Btr.
35,000' 11 1/2" Com. & Btr.
20,000' 15 1/2" Com. & Btr.

QUARTERED WHITE OAK

5,000' 6 1/2" FAS
20,000' 8 1/2" FAS
25,000' 4 1/2" No. 1 Com.

37,000' 5 1/2" No. 1 Com.

85,000' 6 1/2" No. 1 Com.

13,000' 8 1/2" No. 1 Com.

ASH

2,000' 5 1/2" FAS
20,000' 3" Com. & Btr.
20,000' 4 1/2" No. 1 Com.
135,000' 5 1/2" No. 1 Com.

27,000' 6 1/2" No. 1 Com.
10,000' 8 1/2" No. 1 Com.
60,000' 6 1/2" No. 2 Com.

SAP GUM

100,000' 5 1/2" FAS
85,000' 6 1/2" FAS

GUM BOX BOARDS

185,000' 13" to 17"
60,000' 9" to 12"

GAYOSO LUMBER CO.

BLAINE, MISS.

BANDMILLS

MEMPHIS, TENN.

ANDERSON-TULLY CO.

Dry

SAP GUM

150,000' 1s & 2s 5 1/2"
200,000' No. 1 Com. 5 1/2"
150,000' No. 1 Com. & B. 8 1/4"

RED GUM

100,000' 1s & 2s 5 1/2"
100,000' No. 1 Com. 5 1/2"
50,000' 1s & 2s 8 1/4"
50,000' No. 1 Com. 8 1/4"

WILLOW

100,000' 1s & 2s 4 1/2"
50,000' No. 1 Com. 5 1/2"

ASH

100,000' No. 1 Com. 4 1/2"
15,000' 1s & 2s, 2x12" & up
80,000' 1s & 2s, 3x12" & up
80,000' 1s & 2s, 2 1/2"

35,000' No. 2 Com. 5 1/2"

PLAIN RED OAK

50,000' No. 1 Com. 5 1/2"

PLAIN OAK

40,000' No. 1 C. & B. 16 1/4", green

COTTONWOOD

200,000' No. 1 Com. 5 1/2"

100,000' 1s & 2s 5 1/2"

100,000' No. 1 Com. 6 1/2"

30,000' Box Bds., 1x12" to 12"

CYPRESS

40,000' 1s & 2s 3"

100,000' No. 1 Shop 5 1/2"

50,000' No. 1 Shop 4 1/2"

30,000' Select 5 1/2"

50,000' Select 4 1/2"

E. SONDHEIMER CO.

PLAIN WHITE OAK

100,000' 1 1/4" No. 1 Com.
100,000' 1 1/4" No. 2 Com.
100,000' 4 1/4" No. 2 Com.

PLAIN RED OAK

15,000' 4 1/2" FAS
7,000' 6 1/2" FAS
15,000' 8 1/2" FAS
100,000' 4 1/2" No. 1 Com.
75,000' 4 1/2" No. 2 Com.
45,000' 4 1/2" No. 3 Com.
75,000' 4 1/2" Sound Wormy

PLAIN RED GUM

15,000' 4 1/2" FAS
30,000' 5 1/2" FAS

30,000' 6 1/2" FAS

75,000' 5 1/2" No. 1 Com.

60,000' 4 1/2" No. 1 Com.

25,000' 5 1/2" No. 1 Com.

30,000' 6 1/2" No. 1 Com.

QUARTERED RED GUM

40,000' 8 1/2" FAS

42,000' 4 1/2" No. 1 Com.

SAP GUM

100,000' 4 1/2" No. 1 Com.

100,000' 4 1/2" No. 2 Com.

18,000' 3 1/2" Nos. 1 & 2 Com.

75,000' 4 1/2" No. 3 Com.

15,000' 8 1/2" FAS

RUSSE & BURGESS, Inc.

PLAIN RED GUM

45,000' 4 1/2" FAS
50,000' 4 1/2" No. 1 Com.
75,000' 5 1/2" FAS
85,000' 5 1/2" No. 1 Com.
20,000' 6 1/2" FAS
45,000' 6 1/2" No. 1 Com.
18,000' 6 1/2" No. 1 Com.

PLAIN SAP GUM

75,000' 3 1/2" No. 1 Com.
45,000' 4 1/2" FAS, 6-12"
60,000' 4 1/2" FAS, 13" & up
150,000' 4 1/2" No. 2 Com.
64,000' 4 1/2" Box Boards, 9-12"
75,000' 5 1/2" FAS, wide
107,000' 5 1/2" No. 1 Com.

100,000' 5 1/2" No. 2 Com.

100,000' 6 1/2" No. 1 Com.

200,000' 6 1/2" No. 1 Com.

100,000' 8 1/2" No. 1 Com.

QUARTERED RED GUM

30,000' 4 1/2" FAS

75,000' 4 1/2" No. 1 Com.

30,000' 5 1/2" FAS

75,000' 5 1/2" No. 1 Com.

35,000' 6 1/2" FAS

70,000' 6 1/2" No. 1 Com.

45,000' 8 1/2" FAS

35,000' 8 1/2" No. 1 Com.

PLAIN OAK

150,000' 4 1/2" Sound Wormy

BELLGRADE LUMBER CO.

MEMPHIS



RED GUM

5 cars 4/4" Com. & Bet. Plain Red Gum
2 cars 6/4" Com. & Bet. Plain Red Gum
4 cars 8/4" Com. & Bet. Qtd. Red Gum
5 cars 8/4" Com. & Bet. Qtd. Red Gum, S. N. D.
1 car 12/4" Com. & Bet. Qtd. Red Gum, S. N. D.

Tustin Hardwood Lumber Co.

Formerly
THE JOHNSON-TUSTIN LUMBER CO.

Valley Log Loading Co.

J. W. DICKSON, Pres. W. L. TONEY, Vice-Pres.
W. A. WADDINGTON, Treas.

MEMPHIS, TENN.

LOAD LOGS ON RIGHT OF WAY
BETWEEN MEMPHIS AND VICKSBURG

COTTONWOOD	PLAIN SAP GUM
40,000' 4/4" Panel & No. 1, 18" up	40,000' 4/4" Box Boards, 13-17"
100,000' 4/4" Nos. 1 & 2	12,000' 4/4" Box Boards, 8-12"
16,000' 12/4" FAS, small percent	50,000' 4/1" No. 1 Com.
No. 1 Com.	15,000' 4/4" No. 2 Com.
9,000' 16/4" FAS, small percent	5,000' 6/1" No. 2 Com.
No. 1 Com.	15,000' 6/4" No. 3 Com.
	13,000' 4/4", 5/4", 6/4" No. 3 Com.
ELM	Gum, Elm and Hackberry. This is one nice car of mixed soft woods
75,000' 4/4" Log Run	
35,000' 6/4" Log Run	
12,000' 8/4" Log Run	
PLAIN RED GUM	COTTONWOOD
18,000' 6/4" FAS	2,000' 4/1" No. 3 Com.
50,000' 4/4" No. 1 Com.	
37,000' 6/4" No. 1 Com.	
QUARTERED RED GUM	SYCAMORE
20,000' 8/4" FAS	5,000' 4/4" Log Run
20,000' 8/4" No. 1 Com.	2,000' 5/4" Log Run
	9,000' 10/4" Log Run
SAP GUM	PLAIN OAK
30,000' 8/4" No. 1 Com. & Btr.	15,000' 5/4" No. 1 Com.

GEO. C. EHEMANN & CO.

ASH	1/2 car 10/4" No. 1 Com.
1 car 4/4" FAS, 6 to 9"	1/2 car 12/4" No. 1 Com.
1 car 5/1" FAS, 6 to 9"	2 cars 6/4" No. 2 Com.
1 car 6/1" FAS, 6 to 9"	2 cars 8/4" No. 2 Com.
2 cars 8/1" FAS, medium texture, bone dry	1 car 8/4x10 to 11" FAS, largely 8 & 10", special price
1 car 10/4" FAS, medium texture, bone dry	1 car 10/4x10" up, FAS
1 car 12/4" FAS, medium texture, bone dry	1 car 12/4x10" up, FAS
1 car 16/4" FAS	1 car 8/4x3" up, 1 face clear shorts, 4 to 7", bone dry
1 car 4/4" No. 1 Com.	1 car 10/4x3" up, 1 face clear shorts, 4 to 7", bone dry
1 car 5/4" No. 1 Com.	1 car 12/4x3" up, 1 face clear shorts, 1 to 7", bone dry
7 cars 8/4" No. 1 Com., bone dry	1 car 5/4" sound wormy

We will quote specially attractive prices on the Medium Texture Stock—Also the 1 Face Clear Shorts and the No. 1 and No. 2 Common—Also the Sound Wormy.

Thompson-Katz Lumber Co.

SAP GUM	QUARTERED RED GUM
50,000' 4/4" FAS	75,000' 5/4" Com. & Btr.
150,000' 5/4" FAS	RED OAK
50,000' 4/4" Box Bds., 13-17"	30,000' 4/4" FAS
150,000' 4/4" No. 1 Com.	100,000' 4/4" No. 1 Com.
200,000' 5/4" No. 1 Com.	30,000' 4/4" No. 2 Com.
30,000' 6/4" No. 1 Com.	PLAIN WHITE OAK
5,000' 8/4" No. 1 Com.	12,000' 4/4" FAS
50,000' 4/4" No. 2 Com.	60,000' 4/4" No. 1 Com.
100,000' 5/4" No. 2 Com.	30,000' 4/4" No. 2 Com.
15,000' 6/4" No. 2 Com.	QUARTERED WHITE OAK
20,000' 8/4" No. 2 Com.	7,000' 4/4" Log Run
45,000' 6/4" & 8/4" Dog Bds.	ELM
RED GUM	24,000' 4/4" Log Run
15,000' 4/4" FAS	30,000' 8/4" Log Run
75,000' 5/4" FAS	CYPRESS
50,000' 6/4" FAS	30,000' 4/4" Log Run
15,000' 4/4" No. 1 Com.	30,000' 8/4" Log Run
100,000' 5/4" No. 1 Com.	BLACK GUM
30,000' 6/4" No. 1 Com.	11,000' 4/4" Log Run
Above Stock is of Regular Widths and Lengths and all Air Dried	

KELLOGG LUMBER COMPANY

BANK OF COMMERCE BUILDING	PLAIN OAK
12,000' 5/4" Nos. 1 & 2 Com.	75,000' 1" No. 2 Com. & Btr.
12,000' 6/4" No. 1 Com.	90,000' 1 1/2" No. 2 Com. & Btr.
10,000' 8/4" No. 2 Com.	85,000' 1 1/2" No. 2 Com. & Btr.
SAP GUM	65,000' 2" No. 2 Com. & Btr.
36,000' 1x13-17" Box Boards	110,000' 2 1/4" No. 2 Com. & Btr.
15,000' 1x8-12" Box Boards	50,000' 3" No. 1 Com. & Btr.
6,000' 2" No. 1 Com.	30,000' 4" No. 1 Com. & Btr.
3,000' 1 1/2" Dog Boards	QUARTERED WHITE OAK
12,000' 2" Dog Boards	15,000' 1" No. 1 Com.
QUARTERED RED GUM	24,000' 1 1/2" No. 1 Com.
28,000' 2" FAS	12,000' 2" No. 1 Com.
13,000' 2" No. 1 Com.	14,000' 1" No. 2 Com.
POPLAR	8,000' 1 1/4" No. 2 Com.
15,000' 4" FAS, Sap No Defect	8,000' 1 1/4" No. 2 Com.
27,000' 1 1/4" Nos. 1 & 2 Com.	MISCELLANEOUS STOCK
4,000' 4" No. 1 Com.	12,000' 1" Tenn. Red Cedar
47,000' 1" No. 2 Com.	32,000' 3" Log Run Elm
10,000' 1 1/4" No. 2 Com.	5,000' 1 1/4" Com. & Btr. Qtd.
30,000' 2" No. 2 Com.	Black Gum
Can have stock surfaced and kiln dried if wanted	

Goodlander-Robertson Lumber Co.

SAP GUM	PLAIN RED GUM (Figured)
15,000' 1" FAS, 18" & up	40,000' 1" FAS
100,000' 1" Box Boards, 13" to 17"	QUARTERED RED GUM (Figured)
100,000' 1" Box Boards, 7" to 12"	12,000' 1" FAS
100,000' 1" FAS, 13" to 17"	5,000' 10/4" FAS
200,000' 1" Nos. 2 & 3 Com.	PLAIN RED OAK
1 car 5/4" No. 1 Com.	13,000' 1" FAS
PLAIN RED GUM	40,000' 1" No. 1 & Select
200,000' 1" FAS	40,000' 1" No. 2
250,000' 1" No. 1	15,000' 5/4" Nos. 1 & 2 Com.
30,000' 5/4" FAS	35,000' 6/4" No. 1 Com. & Sel.
50,000' 5/4" No. 1	25,000' 6/4" No. 2 Com. & Sel.
50,000' 6/4" FAS	QUARTERED RED OAK
150,000' 6/4" No. 1	6,000' 1" FAS
35,000' 8/4" No. 1	3,000' 1" No. 1 & Sel.
QUARTERED RED GUM	PLAIN WHITE OAK
150,000' 1" FAS	5,000' 1" FAS
200,000' 1" No. 1	40,000' 6/4" No. 1 & Sel.
10,000' 5/4" FAS	60,000' 6/4" No. 2
16,000' 5/4" No. 1	
25,000' 6/4" No. 1	
40,000' 8/4" No. 1	

GEO. C. BROWN & COMPANY

OUR AIM

To make well and to trade fairly. To profit not alone in dollars but in the good will of those with whom we deal. To correct our errors. To improve our opportunities and to rear from the daily work a structure which shall be known for all that's best in business.

OAK, HICKORY, ASH
CYPRESS, TUPELO, COTTONWOOD
GUM, SYCAMORE, ELM, MAPLE

MEMPHIS BAND MILL CO.
MANUFACTURERS



List of Dry Stock, April, 1919

PLAIN RED OAK
25,000' 3/4" FAS
50,000' 3/4" No. 1 Com.
20,000' 3/4" No. 2 Com.
56,000' 4/4" FAS
100,000' 4/4" No. 1 Com.
47,000' 4/4" No. 2 Com.
75,000' 4/4" No. 3 Com.
55,000' 4/4" Sound Wormy
6,000' 6/4" FAS
7,000' 6/4" No. 1 Com.
21,000' 6/4" No. 3 Com.
PLAIN WHITE OAK
20,000' 4/4" No. 1 Com.
12,000' 4/4" No. 2 Com.
50,000' 4/4" No. 3 Com.
75,000' 4/4" Sound Wormy
25,000' 5/4" No. 1 Com.
7,000' 5/4" No. 2 Com.
20,000' 6/4" No. 2 Com.

20,000' 6/4" No. 3 Com.
30,000' 6/4" Sound Wormy
COTTONWOOD
50,000' 4/4" FAS
20,000' 4/4" Wide Box Boards
30,000' 4/4" Narrow Box Boards
QUARTERED SAP GUM
20,000' 8/4" FAS
75,000' 8/4" No. 1 Com.
PLAIN RED GUM
53,000' 4/4" FAS
15,000' 4/4" No. 1 Com.
60,000' 5/4" FAS
100,000' 5/4" No. 1 Com.
10,000' 6/4" FAS
60,000' 6/4" No. 1 Com.
QUARTERED RED GUM
35,000' 8/4" FAS
60,000' 8/4" No. 1 Com.

SAP GUM
5 cars 1" FAS
3 cars 5/4" FAS
5 cars 6/4" FAS
7 cars 4/4" Box Boards, 9 to 12
12 cars 4/4" 13 to 17" Box Boards

RED GUM
5 cars 15/17" FAS
2 cars 5/4" FAS
2 cars 6/4" FAS
5 cars 4/4" No. 1 Com.
1 car 5/4" No. 1 Com.
3 cars 6/4" No. 1 Com.

QUARTERED SAP GUM
4 cars 8/4" No. 1 Com. & Btr.
2 cars 10/4" No. 1 Com. & Btr.
3 cars 12/4" No. 1 Com. & Btr.

PLAIN RED OAK
5 cars 4/4" FAS
1 car 5/4" FAS
1 car 6/4" FAS
3 cars 4/4" No. 1 Com.
2 cars 5/4" No. 1 Com.
6 cars 4/4" No. 2 Com.
1 car 5/4" No. 2 Com.

PLAIN WHITE OAK
10 cars 4/4" No. 1 Com. & Btr.
3 cars 5/4" No. 1 Com. & Btr.
2 cars 6/4" No. 1 Com. & Btr.
3 cars 4/4" No. 2 Com.
1 car 5/4" No. 3 Com.
10 cars 6/4" No. 3 Com.

SLM
4 cars 5/4" Log Run
2 cars 6/4" Log Run
2 cars 8/4" Log Run
2 cars 10/4" Log Run
4 cars 12/4" Log Run

BROWN & HACKNEY, Inc.

L. D. Murrelle Lumber Co.

MANUFACTURER AND WHOLESALER

**Northern & Southern
HARDWOODS**

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We insure you experienced attention to your orders for southern hardwood lumber and high grade sawed and sliced southern veneers.

Quartered oak and figured gum are specialties

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Memphis is the nerve centre of the southern hardwood industry. Memphis leads in variety, quantity and quality of hardwoods produced. Memphis offers a wonderful source for selection by careful buyers. The present and future of the southern hardwood industry revolve about the Bluff city.

SUPPLY YOUR NEEDS

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It Is Our Aim

to do business on a basis giving us sufficient return on our product to insure your getting the maximum in quality and service at all times. Our product is high grade

SOUTHERN HARDWOOD
LUMBER

**DARNELL-LOVE
LUMBER CO.**

LELAND, MISS.

Two Band Mills

BARR-HOLADAY LUMBER CO.

*Manufacturers of
High Grade Southern Hardwoods*

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GREENFIELD, OHIO

Band Mill
LOUISE, MISSISSIPPI

Some Items That We Want to Move:

4/4" No. 1 Common Plain Oak
4/4" Sound Wormy Pl. Mixed Oak
4/4" to 8/4" No. 1 Com. Plain Red Gum
4/4" to 8/4" No. 1 Com. Qtd. Red Gum
8 4" No. 2 Com. & Better Elm

SEND US YOUR INQUIRIES

Here Are Some Especially Attractive Items

5 cars 13" to 12" Gum Boxboards
5 cars 9" to 12" Gum Boxboards
2 cars FAS Red Gum
2 cars No. 1 Com. Red Gum
2 cars No. 2 Com. & Btr. Cypress

All band-sawed and end trimmed; good percentage of 11' and 16' lengths and extra nice stock in every respect.

THE REGULAR LIST INCLUDES:

The following band sawed, end trimmed stock in good widths and lengths:

Plain Oak, FAS, 1/1"
Plain Oak, No. 1 Com., 4/4"
Plain Oak, No. 2 Com., 4/4"
Qtd. White Oak, FAS, 4/4"

Cypress, Log Run, 4/4"
Sap Gum, All Grades, 4/4"
Red Gum, All Grades, 4/4"
Tupelo, All Grades, 4/4"

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LUMBER CO.**

OAKVALE,

MISSISSIPPI

THE LARGEST
HARDWOOD MILL
IN THE WORLD

**LAMB-FISH
LUMBER CO.**

MANUFACTURERS

Annual Capacity
40,000,000 Feet
Southern Hardwoods

CHARLESTON,

MISS.

MISSISSIPPI CAN

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LUMBER

MILLS

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NATCHEZ, MISSISSIPPI

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BUDE, FRANKLIN CO., MISSISSIPPI

NATCHEZ, MISSISSIPPI

GREENWOOD



MISSISSIPPI

Current Stock List

QUARTERED WHITE OAK

1 car 4 1/2" 1s & 2s
1 car 5 1/2" No. 1 Com.
1 car 6 1/2" 1s & 2s

QUARTERED RED OAK

2 cars 4 1/2" No. 1 Com.

PLAIN WHITE OAK

8 cars 4 1/2" No. 1 Com.
6 cars 4 1/2" No. 2 Com.
1 car 5 1/2" No. 1 Com.
2 cars 5 1/2" No. 2 Com.
4 cars 6 1/2" No. 1 Com.
2 cars 6 1/2" No. 2 Com.
5 cars 8 1/2" No. 1 Com.

PLAIN RED OAK

2 cars 4 1/2" No. 1 Com.
6 cars 4 1/2" No. 2 Com.
4 cars 5 1/2" No. 1 Com.
1 car 5 1/2" No. 2 Com.
1 car 6 1/4" No. 1 Com.
2 cars 6 1/4" No. 2 Com.

ASH

1 car 4 1/2" Com. & Bk.
2 cars 5 1/2" No. 1 Com. & Scl.
1 car 5 1/2" 10" & Wider
2 cars 5 1/2" No. 2 Com.
1 car 6 1/2" No. 1 Com. & Scl.
1 car 6 1/2" 10" & Wider
1 car 6 1/4" No. 2 Com.
1 car 8 1/2" 1s & 2s, 10" & Wider

CYPRESS

8 cars 4 1/2" Loc. Rm.
1 car 5 1/2" 1s & 2s & Selects
2 cars 8 1/2" 1s & 2s
1 car 8 1/4" Selects
1 car 8 1/2" Shop

PLAIN RED GUM

2 cars 4 1/2" 1s & 2s
6 cars 4 1/2" No. 1 Com.

SAP GUM

10 cars 4 1/2" No. 2 Com.
1 car 5 1/4" No. 2 Com.
8 cars 6 1/4" No. 2 Com.
2 cars 8 1/4" No. 2 Com.

THE BRAND IS YOUR GUARANTEE

Carrier Lumber & Mfg. Co.

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HARDWOOD LUMBER
GUM BOX SHOOKS
OAK FLOORING

Bent Rims and Hounds

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delivered. If you are not
receiving them, let us know.

Everything in Southern Hardwood

P. J. Lawrence Lumber Co.

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Of Character and Color

Manufactured at Kansas City, U. S. A.

Large Stock of All Grades and Thickness

Thirty-five years' experience

IN WALNUT ONLY

Prompt Shipment, and
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BLISSVILLE, ARKANSAS

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Oak Mouldings, Casing, Base and Interior
Trim. Also Dixie Brand Oak Flooring.

As Well As

OAK, ASH and GUM LUMBER

Can furnish anything in Oak, air dried
or kiln dried, rough or dressed

MIXED ORDERS OUR SPECIALTY



Table of Contents



REVIEW AND OUTLOOK:

General Market Conditions.....	17
You Should Attend the Lumber Congress.....	18
A Practical Workmen's School.....	18

SPECIAL ARTICLES:

Important Announcements from Washington.....	19-21
Letter from a Gadder.....	21-22
Lumber Storage Sanitation.....	22
The Business Barometer.....	22a
The Making of Crutches.....	22a
Lumber Prospects in Russia.....	22b
Practice and Theory in Common Cause.....	23-24
Estimated Lumber Cut in 1918.....	30a
The Nation's Cut-over Lands.....	30a

CLUBS AND ASSOCIATIONS:

Export Shipping Conference Meets with Success.....	30a
Miscellaneous	30b-31

THE MAIL BAG.....

WITH THE TRADE.....

PERTINENT INFORMATION

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HARDWOOD MARKETS

CLASSIFIED ADVERTISEMENTS

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10/4" No. 2 Common

ONE CAR

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Hardwood Record

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Review and Outlook

General Market Conditions

NO SINGLE FEATURE of reconstruction has been given more discussion than the slow development in building. The building industry affects so many people and so vitally that the slackness in the building trades has become a paramount national issue.

It seems though that while discussion has been almost feverish, and while the population as a whole has been considerably wrought up over the situation, building plans have gone quietly on and now that figures have been collected, the result shows not only a consistent improvement since the first of the year, but a figure for March that makes a very agreeable comparison with normal. As a matter of fact the private work projected since the first of the year will alone reach sufficient proportions to warrant a feeling of distinct satisfaction. Coming so early in the discussion of building costs and their effect upon the progress of the industry, the result so far attained is surely encouraging. It really has only been for the last few weeks that the propaganda, urging prospective builders to forget vain hopes of greatly reduced building costs and start work, has shown organized effort. Those who know the situation are unanimous in the opinion that this propaganda is based on absolute fact; that pre-war building costs will not be attained and that it is foolish to postpone construction in anticipation of greatly lowered cost figures.

The "build now" propaganda has taken the form of advertising, of exhibits, of lectures, of personal talks and all toward the same goal that the people at large may build now. With results so far secured through the campaign in this more or less disordered form, as it has so far been carried on, it is reasonable to expect far greater returns from a well organized propaganda which is now taking shape. It is conceded that the only thing necessary is to bring people to the realization that the present cost of building is approximately stable for a year or two to accomplish the objects of the "build now" campaign.

Thus those selling lumber and those selling goods such as trim, doors and other articles made from lumber may reasonably expect that the immediate future market within the building industries will be of rapidly increasing proportions.

Two months ago the furniture industry was in a remarkable state of uncertainty. Very few furniture manufacturers were in any way sure of their ground and the industry was in a distinctly unsatisfactory position. Today the same factories which two months ago were buying practically nothing are finding it very difficult to fill their requirements in some materials, and as a matter of actual fact are willing to pay almost any reasonable price for many

articles, particularly in hardwood lumber. The same condition holds true of other raw materials going into the furniture industry, and taken as a whole the furniture business is distinctly good.

It can hardly be said that the automobile business is holding quite up to the standards promised by the exceedingly good start made at the end of the war. In fact, it is stated that the industry is considering the advisability of holding down production to a degree at least. The reason for this is of course obvious. An automobile represents such a substantial investment that many people who might otherwise buy figure they would be justified in waiting as any reduction in the price of an automobile would of necessity have to be of substantial enough proportions to make the saving worth while for the prospective purchaser. Furthermore here is a standard article in which staples such as metals make up a good part of the cost. The unsatisfactory outcome of the readjustment of steel prices necessarily has led the country to wonder just how far down the metal prices really could go. As the advancing cost of automobiles has been attributed to a considerable extent to advancing steel costs, the average man will obviously consider that as there seem to be prospects for a still farther drop in the price of steel, he is justified in waiting for a cut in automobile prices. Therefore with this hesitation the business is not holding up so briskly as it started out, although it is likely that sales will practically keep pace with increasing production capacity.

For the most part other lines of woodworking are showing a distinctly strong condition and it can be anticipated with reasonable assurance, that the government will at an early date provide the means whereby all purchasing fields in which the government is interested, such as railroad construction and repairs, government housing, road and bridge building and other lines may proceed with rapid expansion.

Figures on lumber production are showing more authentic and concrete form every day. Reports from the North now reflect a concrete idea of the amount of lumber which will there be produced. The ultimate showing in logging is more favorable than was anticipated a month or two ago as the late snows and freezing greatly helped the log input. However, authentic figures now compiled show as an absolute maximum only seventy per cent of normal log input and hence of prospective lumber production.

The southern logging situation has been getting worse rather than better, and as matters now stand the input of logs throughout the entire southern region is hardly going to come up to the fifty per cent figure.

In the face of these conditions there has still been a slight re-

cession in hardwood values, but adding the aggregate figure, this falling off has been so small as to be practically imperceptible. As a matter of fact the great trouble with the market now is that there is altogether too much abundance of values as when a man begins to cut he has a long ways to go before he even approaches figures that he used to get. Therefore, he feels safe in cutting in big jumps. On the other hand, prices have reached a sufficiently high figure so that the man with the courage of his convictions regarding supply and prices, maintains a relatively high level.

A story came out of an important southern consuming section a short time ago that pretty well illustrates the present hardwood situation. A certain large furniture buyer was negotiating with a salesman for the purchase of a large block of standard material. It happened that this lumberman knew what his stuff cost him and had no intention of shading his figures a nickle. He therefore made his quotation and backed it up with an adequate sales talk on quality. The buyer on the other hand naturally tried to do a little better by suggesting low quotations he had received but eventually conceded the excellence of this company's material and placed the order at the price asked. After the lumberman had left the office, the furniture man expressed himself as saying that if the lumberman had asked \$10 more for the same material he would have been given the order.

The big point that lumbermen should keep before them today is that no one blanket policy can cover a whole list of prospects. There was never before a time when salesmanship was so essential; when study of the individual buyer's needs was more likely to lead to profitable results. The absolute requirement of conditions today is that each sale be treated by itself as an individual matter. If each lumber salesman would precede each visit by reviewing in his own mind his analysis of the man he is about to talk to and would formulate a special proposition to fit the particular set of conditions he is apt to meet, he would come out fifty per cent better in his day's work.

A well posted salesman will know exactly what his customer uses or can use; will be conversant with conditions of supply, shipping and prices on that particular material, and will review those conditions to himself before going in to make a call so that when he gets inside and talks to his customers he will have the whole situation clearly in mind.

Every salesman going out today to sell lumber should have constantly in his mind the impression of the strong position he is in, and should make his approach reflect the confidence which he is entirely justified in feeling. If every salesman would approach his prospects in this way there would be no question of the position or the future of hardwood stocks.

You Should Attend the Lumber Congress

LUMBERMEN FREQUENTLY COMPLAIN that they have difficulty in accomplishing big results in matters of national trade importance because of the diverse interests and scattered factions represented within the industry. The American Lumber Congress to be held at Chicago this month is the one big opportunity before the lumber trade for establishing a national voice. The congress is called for a specific purpose. The trade is confronted with problems of weighty importance which can be solved only through

complete discussion and action nationally significant, if not nationally binding.

This congress is the opportunity the lumber trade has for expressing its wishes in a concerted manner. It is neither a mere lumber convention nor a gathering engineered by factional politics. It is rather a spontaneously created council chamber for the industry made possible by men big enough to see the absolute necessity for a national lumber voice.

Lumbermen have complained that their business has never been given the recognition deserving of the third largest of America's industries. The reason this recognition has not come about is because the demand for it has been individual and not united. Lumbermen can appreciate the importance of their own industry but their force as individuals has never been sufficiently concentrated so that it might impress itself as a single force upon the country at large. The things needed by the lumber industry can be accomplished only when the people and the government realize and recognize the overwhelming importance of this business. This recognition can come only when the real proportions of the business are plainly reflected from an united body.

The lumber congress gives this opportunity for united representation of America's third largest industry before the country as a whole. Prominent government officials will participate in the program and that they may carry back with them a proper appreciation of what the industry really is, lumbermen must show themselves united and forceful.

An idea of the importance attached to the congress by the government can be gained by the fact that such national characters as Walker D. Hines, director general of railroads; Henry Solon Graves, chief forester; William B. Colver, chairman, federal trade commission, appear on the program. Their addresses will be on nationally important subjects. The discussion of sta-

bilizing lumber values is something which every lumberman should have a voice in. The congress will offer this opportunity.

A Practical Workmen's School

DURING MANY YEARS the shingle saws in British Columbia mills have been operated by Hindus or other orientals. It had come to be almost an unwritten law that no other kind of workman should run a shingle machine, and the orientals gradually came to believe that those particular jobs belonged to them.

A slump came in the shingle business and the proprietors of the British Columbia mills found it necessary to reduce the wages of the shingle sawyers. When that announcement was made, the Hindus threw up their jobs and quit, and the mills were left without sawyers. It was then learned that there were no white men prepared to take the vacant places. The operation of a shingle machine is not very difficult, but it requires some training and instruction.

There being no white workmen on hand ready for the jobs, it has become necessary to establish schools to give the necessary training. Candidates for the jobs are given a course under competent instructors.

This is somewhat new in the vocational training field. Schools are numerous enough which give vocational training, but it is unusual for a man to undertake preparation for a particular job, while the job waits for him. It is proving successful in the shingle business.

EVERYONE INVITED TO ATTEND BIG LUMBER CONGRESS

Never before was the lumber industry confronted with so many big problems of vital interest to every member. The American Lumber Congress and the annual convention of the National Lumber Manufacturers' Association to be held at the Congress hotel, Chicago, April 14-17, are both designed primarily to bring out a discussion and solution of these big problems. Everything points to a record-breaking attendance and accomplishment. It is emphasized by Wilson Compton, secretary-manager of the National Lumber Manufacturers' Association, that even though the association can not hope to get in touch with every member of the trade, it is urged that all members be present at these tremendously important gatherings, the effect of which will undoubtedly be epochal in lumber history. Hardwood Record in fact has been requested to extend this direct invitation in behalf of the National Lumber Manufacturers' Association.

YOU HELP MAKE LUMBER HISTORY AT CHICAGO, APRIL 14-17

Important Announcements from Washington

By H. C. Hallam

There will soon develop a considerable demand for hardwood flooring and interior trim, and for other hardwood materials and manufactures and other lumber and its products in the countries of western Europe, according to John R. Walker, who has returned after absence since August, 1917, as lumber trade commissioner for the bureau of foreign and domestic commerce of the Department of Commerce. He will submit a full report to the Chicago lumber congress and from there he will start on a tour of the United States to tell various lumber trade associations, conventions and other meetings about the prospects of the American lumber industry in European markets. His itinerary is being mapped out by the National Lumber Manufacturers' Association. He predicts that America will be the chief source of hardwood for western Europe and that ocean freights will soon come down.

He does not agree with the popular idea of the reconstruction of devastated areas in Europe. He does not think that there will be immediate and literal reconstruction. This belief is due to the fact that many whole cities and a great many industries have been wiped out in northern France. People and industries have moved away into other parts of France and become established there during four years of war. Many of them will not go back to their old locations, and in any event reconstruction will be gradual.

However, even assuming that there is complete reconstruction undertaken in France, for instance, the total requirements for lumber will not be so great as might be supposed. On that basis the French government has estimated that 1,000,000,000 feet of construction timber will be needed, also 300,000,000 feet of interior trim and flooring, 1,200,000 doors and 1,200,000 windows. The above is understood to apply to buildings of various kinds.

The requirements for timber are large for the rebuilding of railroads, bridges and canals. The fighting generally followed the lines of railroads, highways and canals and the result was large destruction. The canal lock gates and lock floors generally have been made of wood and need replacement throughout the battle areas. There is an opportunity for American timber. The same is true of railroad and car materials, which are needed badly in France to remedy her transportation shortage.

The destruction in Belgium was much less than in France, probably half.

Little Salvage Possible

French forests produced much oak before the war, but they were drawn on very heavily during the period of hostilities to obtain material for artillery roads. Three-inch planks were used for this purpose, to enable the heavy artillery to advance beyond the railroads. Much of the finest timber was sacrificed in this way, the product being worth easily \$250 per 1000 feet. It was suitable for furniture, but was laid in the mud and was ground under the tractor wheels. It is believed that there will be little salvage in this material. The American forestry troops tried to produce and accumulate a surplus of this oak planking for the expected campaign last winter, but were unable to do so, owing to the rapid advance of the allied armies during the latter part of 1918. Even the American forestry units used this high-grade oak for roadways around their camps.

The French furniture industry is believed to be handicapped by the utilization of its material as above indicated and by the Germans, and by the latter's removal of machinery from the woodworking establishments in the northern part of France.

Mr. Walker also saw fine ash timber they had cut in France to make airplane material, but which they were forced to leave in the haste of their retreat. He saw no evidence in Belgium that the invader had requisitioned pianos and furniture and interior trim from Belgian houses to cut up into propeller stock.

"There is a growing demand for plywood and veneer in Europe," said Mr. Walker. "Formerly much of the supply of these materials came from Russia, but now there is an opportunity for American exporters."

The European markets need education in the interest of American lumber. There is a considerable lack of knowledge about the kinds, properties and uses of American woods. Trade and technical publications are short on such information. These conditions, and trade practices, over there result in discrimination against American woods. Nobody had ever before worked in Europe in the interest of American woods.

Mr. Walker had planned to return home last fall, but the signing of the armistice changed conditions and it was thought best that he stay on the ground for a while and bring back an up-to-date report on the situation. Before the armistice the belief was held by many that government control of business and industry and commerce continue for a long period after the war, especially as regards the control of tonnage, restriction of imports and exports, purchase of materials, allocation of it to different members of a trade, etc., but it did not take long for other economists and for government officials to adopt another view.

Germany May Pay in Timber

The result is that government is withdrawing its control of industry. Prices were high. There was a shortage of many things, or there would have been at pre-war prices. Accumulations of the stock of lumber in the hands of government and government contractors are said to have been sufficient to meet immediate needs. The demand is said to be no greater than the supply at existing prices, but it is predicted that the demand will increase as prices decrease.

It has been predicted that America's opportunity to export lumber to France may be curtailed to some extent by the peace conference, if it adopts the French policy of forcing the Hun to repay France for the devastation of her forests by furnishing lumber needed for reconstruction purposes.

Northern French forests were largely destroyed by artillery fire, and trees left standing are so full of bullets and shell fragments that they will be of little use. The destroyed forests will generally have to be replanted, as will much of the shell torn battle ground. The latter is useless for agricultural purposes at present, but can be brought around into agricultural condition again by forestation and the resulting addition of humus to the ground and filling of shell holes, the trees being cut off after many years, leaving the ground good for farming.

Belgium, Italy, and even England, are asking for indemnity from Germany in timber on account of the forest losses suffered by allied countries.

The War Finance Corporation has announced its readiness to lend money at 5½ per cent to foreign trade concerns organized under the Webb law. These concerns include those built up in the lumber, furniture and other trades. The latest one of these, the export sales corporation of the National Bureau of Wholesale Lumber Distributors, has a committee now in Europe studying lumber markets, but, according to information received from there, it is not being flooded with orders as yet.

Looking Southward for Markets

W. W. Ewing, trade commissioner of the Department of Commerce, is author of a report recently published covering the market for construction materials, etc., in South America. This report shows that American lumber for construction and cabinet work and various other articles enjoys a preference in Chile, also that yellow pine and Douglas fir lumber will continue to find a ready market in Peru.

More than a million dollars worth of furniture is imported annually by the west coast countries of South America—Chile, Peru, Ecuador, and Bolivia—and there is to be an increase as soon as normal conditions are restored. A report by the Bureau of Foreign and Domestic Commerce states that a great many of the inhabitants have accumulated money during the war and that they will buy high-grade, very ornate furniture as soon as they can get it.

Unfortunately, only medium-priced and cheap furniture has been imported from the United States in the past, all of the high-grade product coming from Europe. This has created the impression that American furniture is inferior, and it is urged that steps be taken to improve this impression as quickly as possible. The high-grade market is well worth trying for, as the wealthy people pay very high prices for what they want. It is not unusual for newly married couples to put off buying furniture until they get to Europe on their honeymoon, when they go in for the best to be had.

Chile is the best market for furniture on the west coast, and the styles demanded range from the simplest patterns to highly ornate Louis XVI designs, which are most admired. The best grades of Louis XVI furniture sell for \$1500 to \$2000 per suite. Marble tops are insisted upon for many pieces.

Stabilizing Prices

The question of stabilizing the prices of lumber and other important commodities seems to be very much up in the air just now. The announcement following conferences in Washington between the Industrial Board of the Department of Commerce and representatives of the lumber industry that the lumber situation presented unusual complexities and the reported decision of the Southern Pine Association at its New Orleans meeting to have nothing to do with a price fixing agreement, have been followed more recently by a split among government officials concerned in the Industrial Board plan and purchasing departments of the government establishment.

The railroad administration head, Walker D. Hines, has let it be known that it will not be bound by the reduced steel prices agreed upon between the board and representatives of the steel industry. Conferences between the board and heads of other departments, including cabinet members, have gotten nowhere except an impasse represented by the statement of Secretary of the Treasury Glass that the price stabilization plan has gone back to the board for reconsideration, and a statement by Chairman Peek of the board that the point to be reconsidered was that of prices for railroad steel, which was later repudiated by Glass, who reiterated that the price plan was to be reconsidered.

Then the navy announced that it must buy on competitive bids.

President Wilson is understood to have been appealed to to order all government purchasing departments to observe the prices proposed to be stabilized by agreement between the Industrial Board and the various industries, but so far as known the president has not been heard from. It is reported that his policy will be to keep hands off.

Nevertheless Chairman Peek of the Industrial Board seems optimistic. He says that the door is not yet closed on the possibility of an agreement. He is negotiating still with the Railroad Administration.

With regard to the Southern Pine section, Mr. Peek says that the industry has never been invited to enter into a price agreement, but has been invited to cooperate with the Industrial Board in an effort to stabilize prices by getting industry voluntarily to make prices as low as present cost and labor conditions will justify. At the same time Mr. Peek made public a letter from J. E. Rhodes, secretary, manager of the association, transmitting a resolution in which the association endorsed the general purpose of the plan involved in the creation of the Industrial Board.

It is the view of a lumberman who has been in touch with the Industrial Board that the situation will work itself out in satisfactory manner. In regard to differences between the board and other government people, the view was expressed that critics of the board were afraid there will be infringement of the anti-trust laws if the board's policy is carried out. They do not want pronouncements regarding prices to go out as though agreed upon between the industry and the government, for the direct guidance of the public or as indirectly fixing prices for the government. However, it is said to be perfectly agreeable to the critics that the board make recommendations and give advice to the purchasing departments as to the prices which they would be justified in paying. If the public

draws its own conclusions from the government price, then well and good.

One question seems to be, whether prices shall continue to be announced as a basis for public purchases or only as the basis on which the government will do its buying. Some officials object to the first course as verging on illegal price fixing, while the view of many lumbermen is that the board's plan might be considered violative of the anti-trust law.

Not Wholly Hopeful

Most of the lumbermen who have been concerned in conferences with the Industrial Board have left Washington. So far as known here, however, they do not seem to favor the board plan. L. C. Boyle, counsel for the industry, has gone to Kansas City, where he is reported to be ill. Before leaving Washington, however, he was pessimistic over the situation. He had been enthusiastic at first for the board's scheme, because he felt sure that lumber prices could not be reduced and business done at a profit, and therefore thought that the board would approve the present price schedule, but after conferring with the board he became convinced that its sole thought apparently was to reduce prices, regardless of facts about costs, etc.

J. H. Kirby, president of the National Lumber Manufacturers' Association, also had been strong for the board plan as he originally understood it, but later declared the association would throw out any member who sought to agree upon price fixing. Following the conferences between the board and lumber industry representatives about two weeks ago when no agreement was reached because only fragments of the industry were represented, the further conference then expected never materialized, although Auditor Riekey of the Southern Pine Association did discuss cost data with individual representatives of the board.

Charles A. Bowen, secretary of the National Retail Lumbermen's Association, declares his belief that the lumbermen will never again meet the Industrial Board. The latter's plan is all off, he says. The lumbermen have stated their case and shown that prices can't be lowered, while the board is said to have demanded reductions. Personally Mr. Bowen is satisfied with the situation, as he has contended that building will be revived and sales increase if present prices are maintained, provided the public once gets used to the idea that there will be no change. He states that certain of the Industrial Board people sought to bring about a \$2 reduction in lumber prices, but that representatives of the industry refused to consider this.

Canvassing the Situation

At this conference the whole situation was canvassed and all of the details brought out. The lumber manufacturers submitted the fact that they were not in a position to make any offer, but felt that the board should make suggestions. This the board refused to do, saying that it was not a committee with any mandatory powers, but was there to help the industry in any way to stabilize prices with the thought and hope of stimulating a revival of commercial business.

It cited the fact that the steel industry had met it and voluntarily reduced prices in order to help bring this about, and the lumber industry should follow the steps of the steel industry and make some reductions in present prices for the same reason. The lumber manufacturers pointed out that the steel industry was in a different position; that steel prices had soared to a very high figure during the war and had already begun a decline before the hearing of the Industrial Board; also that that industry was in a position to reduce prices because of the conditions which surrounded the business and without materially affecting the investment or a reasonable profit, and also that there were so few of them that they could unite through a national association or general agreement which would practically bind the whole industry. On the other hand they pointed out that there were something like 35,000 manufacturers of lumber in the United States, only a small number of which are in any associations at all; that there was no association which could speak for the lumber industry as a whole, and that those present had no authority to bind the industry in anything, nor even

the association which they represented, and any statements which they might make would merely concern their own particular companies. They pointed out that the price of lumber had never gone beyond what would produce a small margin of profit, let alone an inflated margin, and that under existing conditions, and conditions which so far as they could see would maintain for some time to come, the selling costs being almost identical with producing costs, they could not reduce their selling prices without disaster to themselves and the industry as a whole.

The Industrial Board was unable to make any suggestions, but was loath to stamp with approval the present prices which were being promulgated by the lumber manufacturers, although it was clearly pointed out that if the manufacturers could not lower prices without disaster to the industry, the Industrial Board should commend present prices in order to satisfy the public that present prices of lumber were so low that they could go no lower. The Industrial Board finally agreed to look over cost data offered, which had been prepared by the Southern Pine Association and checked with approval by the Federal Trade Commission, and compared it with prices which the lumbermen were now asking in order to confirm the claims of the manufacturers' committee, all agreeing that this would be typical of all lumber manufacturers, and with a view of issuing a statement later on. No statements have been issued, however, from the Industrial Board since that date, and the negotiations have been practically broken off.

W. M. Ritter, a wholesale lumber dealer of Columbus, Ohio, who was connected with the War Industries Board during the war, and who is now a member of this Industrial Board, is generally given credit for having suggested this plan of the Industrial Board as carried out by Secretary Redfield, and he has been quite anxious that the lumber prices should be lowered in order to stimulate building. It is generally thought that this would be a mistake and that what the public wants is not so much a lowering of prices, having now all practically been convinced that pre-war prices will not appertain, but to know that there is some authority and basis of fact for the statement being issued that there will be no lower prices than what are in effect today. Certain representatives of those on the board endeavored to have a meeting following the conference above referred to, and proposed that all lumber manufacturing concerns simply agree to a flat reduction of \$2 per thousand feet from their present prices, but important lumber representatives refused to consider this, taking the ground that such, or any other price concessions, would be suicidal to the industry in view of the fact that many of the larger producers have for some time past been losing money steadily even at present prices, and that owing to labor and wage conditions and other things con-

fronting the industry many mills had shut down and many others would probably do so.

Memorial Trees

The American Forestry Association announces that it will register all trees planted as memorials of American soldier dead and will present a certificate of registration to the individual or organization that plants the trees. The association further offers advice as to the best kinds of trees to plant, how and when and where to plant, together with information about care of trees, etc. According to reports received by the association there will be memorial trees planted in every American country this spring.

The impression was gained in Washington the other day that the Railroad Administration will not abolish the transit car, despite the fight of the retail lumbermen against it.

President Wilson has signed an executive order recently made public by the War Department which formally abolishes the aircraft board that was created early in the war.

General Menaher, head of the air service, says his department will not sell its high grade hardwood surplus at present, but will keep it for possible future use. He denies it has sold high grade spruce at low prices. Sales have been of side cuts. It has 15,000,000 feet fine spruce in stock drying, some of which may be sold later to commercial airplane manufacturers.

The Postoffice Department has issued specifications for multi-motored airplanes of commercial type to be used for mail carrying. Bids will be opened June 2, deliveries being wanted in six months after contracts are awarded. The machines must have a minimum capacity of 1500 pounds of mail and speed of 90 to 115 miles per hour.

J. L. Philips is saying nothing and "sawing wood" in connection with his job of disposing of 30,000,000 feet of surplus government lumber. E. B. Baldinger is here to collect bills for lumber furnished to the government by members of the southern pine bureau.

W. H. Sowers is in the East in connection with the activities of the pitch pine export corporation, which is said to include representative yellow pine mills east of the Mississippi river.

Twenty cities are now engaged in the "own your own home" campaign inaugurated by the Department of Labor.

Wilson favors forestry and minerals as well as agricultural development. An official outline of the Wilson plan has been made public by Benton Mackaye of the Department of Labor. This outline says that land not meeting the test of suitability for farming can generally be used for growing forests; that these should be handled through methods of "timber culture," not "timber ruining," and "permanent forest communities of workers should replace temporary logging camps of hoboes."

Letters from a Gadder

Editor's Note

This is not an imaginary letter but was written by a man familiar with lumber and the lumber buying trade and who is in position to get an accurate view of conditions as they are in the factories. He has just finished the trip referred to. As it is said that the situation in the East is much more sluggish than in the middle West, his optimistic account of a trip through eastern territory means even more.

April 2, 1919.

Dear Editor:

If I read right, in my sometimes hasty perusal of your publication, you have a few friends among the producers of hardwood lumber who are still standing around with tear-dewed faces asking you to look at the corpse. Far be it from me to disturb their meditations, but my experiences recently lead me to suggest that you tell them to get their hearts out of their boots and quit searing themselves to death. If they do less worrying and more working, the chances are that they will find that the door of prosperity is somewhat ajar, and if they drop a little faith oil on the hinges it is likely to swing wide open.

Of course, I am not qualified to speak of the whole country. These observations are made at the end of a trip among some users of hardwood lumber in Tennessee, Virginia and North Carolina. Still I recall once having read government statistics showing that the furniture manufacturers of North Carolina used more lumber than similar manufacturers in any other state. So perhaps these observations may be of slight interest. A trip covering the same field was taken in January, and the March trip showed such a different state of mind among the manufacturers visited that a few lines may put a little hope in the hearts of some mourners that are still lamenting about poor business.

In January most furniture manufacturers were in the dumps.

He was so busy he never had time to get a thing done. One in the morning he was out of the house and when he got home he found a letter from the salesman. It was a letter saying that the salesman was sorry that he was not able to get the order in the way orders were being sent. He was sorry that he was not able to get the order in the way orders were being sent. Every one complained of lack of orders. As for getting an order for supplies from one of them—well one just couldn't seem to do it, that's all.

As you know, I have no direct interest in lumber manufacturing or selling. I do have a small interest in it, because if a panel or furniture manufacturer uses lots of lumber the chances are that he uses lots of the product made by the house I represent. So I regard it as a valuable experience that, by chance, early in each trip I met a hardwood lumber representative who was making the same towns that were on my schedule.

In January neither of us got an order from the man who talked of closing his plant. In March, exactly sixty-one days later, the lumber salesman received an order for eight cars of lumber, one car to be shipped every thirty days, and I got a very substantial order for my house. It is reasonable to suppose that a marked change in business had taken place, because no manufacturer is apt to buy raw materials if business is stagnant.

There is a point about the lumber order that I want to emphasize, without any moralizing on my part. I'll leave that to your editorial pen, but some of your readers should find some food for thought. Between the buyer and seller there was the usual line of talk about prices. The buyer brought out evidence that he had been quoted prices ranging from one to three dollars per thousand feet less than what the salesman was offering the same grades of lumber for. The lumberman, however, stood by his guns and refused to change his original quotations. He talked about the quality of his product and the general satisfaction previous shipments had given, and was eventually rewarded with the order and a remark from the buyer to the effect that from previous experience he knew what he was going to get, and would rather pay a few dollars more for that lumber than a few dollars less for an inferior product that would show more waste in the remanufacturing.

This lumber representative and I got considerable enjoyment

along the trip by developing a sort of competitive scheme. At night we would compare our so called efficiency of the day. If we made a sale at every call we were one hundred per cent efficient for the day. For five consecutive days we each ran perfect. At High Point our efficiency got bumped. He ran about 60 per cent, while I checked in at 66 2/3 per cent. Here the advantage was with me, as I made less calls, but the total value of orders was far from disappointing. This efficiency game may mean little to you, but during the days we were together neither of us ran below 50 per cent, and we were booking orders for future as well as for immediate shipment.

In general on the entire trip I found that the only manufacturers to make any complaint whatever were a few who make the cheaper lines of furniture. Most of these said that they had orders for two or three patterns of their better grades that gave them enough to do. Walnut and mahogany veneered goods in period designs were in demand, but solid plain oak was "dead."

Some were getting new designs ready for the New York exhibit which takes place during the fifteen days beginning March 30. Others were making ready for the Jamestown exhibit in April. The "blues" prevalent in January had vanished and there seemed a general feeling that by fall some of the retail furniture dealers would be "yelling their heads off" for goods. The manufacturers say that orders are coming in in such a way as to show that the dealer is simply buying to fill in sold stocks, and if the public should show a sudden tendency to buy, the dealer may find himself like the nigger in the scow "up the creek without a paddle."

Skilled labor is in considerable demand. Almost without exception I found manufacturers could use cabinet makers, finishers or skilled machine men, but they don't come around. So promising unskilled men are being taken on and developed as fast as possible.

This isn't much of a letter, but I hope it may encourage some pessimist. If I told you the amount represented in the orders I took you would think I was boasting, but I will tell you a little about the lumber salesman. I don't profess to know whether or not he did a good business, but in fourteen days he booked orders for seventy-two cars, and he didn't shade his prices one "two-bit" piece. He seemed reasonably well satisfied. M. A. B.

Lumber Storage Sanitation

Lumber stored in well-roofed sheds is usually in pretty fair condition, so far as decay is concerned, provided any sort of care is taken of the foundations; but that statement cannot be made of lumber yards generally. However, many large yards are models of orderliness, cleanness, and good arrangement. Most large companies are well aware of the deterioration which neglect of their piles and grounds will cause, and measures are taken accordingly; but elsewhere, neglect is too often apparent in damp situation, undrained yards, and decaying foundations. In places like that, a lumber yard health officer is needed to prescribe rules and regulations for the welfare of the lumber. Perhaps the prescription might be worded about as follows:

Strong efforts should be made to store the product on well-drained ground, removed from the possible dangers of floods, high tides, and standing water.

All rotting debris scattered about yards should be collected and burned, no matter whether it be decayed foundation and tramway timbers or stored lumber which has become infected. In the case of yards already filled in to considerable depths with sawdust and other woody debris the situation can be improved by a heavy surfacing with soil, slag or similar material. Weeds should be cut away from the piles to allow good ventilation.

More attention should be given to the foundations of lumber piles in order to insure freedom from decay and better ventilation beneath the stacks. Solid foundations should never be used. In humid regions the stock should not be piled less than 18 to 24 inches from the ground.

Wood blocking used in direct contact with wet ground should be protected by the application of creosote or other antiseptic oils or else replaced by concrete, brick or other durable materials. Treated skid timbers would also be highly advantageous.

Foundations should be built so that the piles will slope approximately 1 inch to every foot of length.

In most regions lumber should not be close piled in the open, but should be stuck with crossers at least 1 inch thick. Lateral spacing is also very desirable. Roofing or cover boards on the piles should not be neglected, and should extend over for several inches in front and back.

Instead of throwing the stickers about on the ground to become infected with decay they should be handled carefully, and when not in use piled on sound foundations and kept as dry as possible. If pine, saturated with resin, or the heartwood of such durable species as white oak or red gum be employed, the danger of possible infection will be greatly decreased.

In storage sheds the necessity for piling higher from the ground is very apparent in many cases. The same remedies apply here as for pile foundations in the open. The sheds should be tightly roofed and the siding should not be run down below the bottom of the foundation sills. Free air circulation should be allowed from all sides beneath the inclosure. Only thoroughly dry stock should be stored in close piles under cover.

Should fungous outbreaks occur in storage sheds not constructed to meet sanitary needs the infected foundation timbers should all be torn out and replaced with wood soaked in an antiseptic solution or by concrete or brick. In all cases the new foundations should be so constructed as to keep the lumber well off the ground, and the soil and timber immediately adjoining the infected area should be sprayed or painted with an antiseptic solution of a water-soluble salt, like sodium fluorid, mercuric chlorid, zinc chlorid, or copper sulphate.

The Business Barometer

Things Every Business Man Should Know

Happenings in Basic Industries

STEEL.—By agreement of leading steel producers with the government steel prices are cut an average of about \$12 a ton below the prices of 1917. Average agreed upon is \$63 for eight basic steel products, compared with government price of \$70.75 last year, a high of \$116.69 in July, 1917, a high pre-war price of \$40.63, and a 1914 low of \$30.97.

Director General Hines, of the Railway Administration, refused to accept the price reductions agreed upon, and a new conference has resulted.

Representatives of 96 per cent of nut, bolt and rivet manufacturers of the United States and Canada have agreed to reductions of 20 to 40 per cent in their products, without any reduction in wages.

Report of United States Steel Corporation for 1918 shows total net earnings for year of \$158,631,856.20 after deducting interest, depreciation and charges; \$88,107,052.16 less than 1917. Company paid 14 per cent on common stock in 1918. Balance carried to surplus, \$23,935,350.32, making total surplus of \$466,888,421.38.

COAL.—Bituminous coal operators, after conference with Federal Industrial Board on prices, broke off discussion, charging lack of coöperation in attempt to arrive at a fair price. Specifically, they charge attempt of Railroad Administration to secure coal for railroads at figures below cost, making prices to the public higher.

LUMBER.—Representatives of the lumber industry, in conference with Industrial Board of Department of Commerce, will adjust lumber prices, based on cost figures from all sections and other considerations. It is understood that lumber and other price arrangements have the approval of Department of Justice.

COPPER.—War Department has reached agreement with copper producers by which 100,000,000 pounds of government copper will be disposed of at market prices during next fifteen months, through the United Metal Selling Company, organized to handle the deal, at 5,000,000 pounds a month for the first ten months, and 10,000,000 pounds a month thereafter. A price agreement is also under discussion.

BUILDING.—Information compiled by Department of Labor shows public and other building projects of a total value of \$1,708,738,936 planned, as follows: Paving, sewers, public buildings, etc., 3,226 projects, \$1,249,548,825; business buildings, factories, apartments, railroads, etc., 2,999 projects, \$459,190,111.

Railroads

War Finance Corporation has sold \$200,000,000 five per cent one-year bonds to secure funds for railroad and other purposes. The bonds are virtually tax free, and were taken immediately through federal reserve banks.

Director General Hines, in an address at Pittsburgh, emphasized the intention of Railroad Administration to proceed with program of improvements, in order to keep roads in repair and employ labor. Eventual return to private operation of roads was suggested by him, with government supervision.

War Finance Corporation has been making advances to railroads to meet current requirements, secured by certificates of indebtedness issued to railroads by Railroad Administration.

Analysis of 1918 railway earnings made by Bureau Railway Economics shows deficit of \$214,000,000, of which \$150,000,000, or 70 per cent, is chargeable to eastern roads, and \$72,000,000 to western roads, while southern roads earned a surplus of \$8,500,000 above government guarantee.

Report of 1918 operation of British railroads by government, according to American Association of Railway Executives, shows deficit of \$190,000,000, compared with surplus of \$250,000,000 for

the year before, under private operation. Wages increased 160 per cent, passenger rates 50 per cent.

Exports

Exports of foodstuffs during 1918 were 5,005,987,010 pounds, including 2,500,000,000 pounds of pork and 1,250,000,000 pounds of beef; January, 1919, 434,812,025 pounds of food exports, an increase of 215,210,785 pounds over January, 1918.

February exports, just announced, amount to \$588,000,000 to all countries, an increase of 43 per cent over February, 1918. Eight months ending with February, exports were \$4,386,000,000, compared with \$3,862,000,000 for corresponding period.

Exports of gold are going almost entirely to Latin-America, silver to Great Britain.

Export figures for eight months of fiscal year show large increases in breadstuffs (50 per cent) and cottonseed oil (100 per cent), a slight decrease in volume of cotton, but increase in value, on account of high price, and a decrease in volume and increase in value of petroleum products.

Permanent export, commerce and marine committee of American Bankers' Association established in New York, John McHugh of New York, chairman.

Miscellaneous

Unemployment estimated by Judge Gary of U. S. Steel (March 28) at 400,000 for entire United States.

Dissolution of Corn Products Refining Company as a trust decreed by Federal Court in New York, with sale of all but three plants. The company agreed to the decree; estimated proceeds of sales equal \$15 a share of its stock.

War Department has sold \$200,000,000 of surplus war materials to foreign governments.

Conference of southern bankers, planters and officials at Memphis agrees to reduce cotton acreage this year by 27 to 30 per cent.

Commercial stocks of wheat estimated by Department of Agriculture at 197,277,000 bushels, 308 per cent of 1918 figure.

War Department announces 263,026,000 pounds of wool in hands of government March 29, not including 300,000 bales of Australian wool also owned.

Food Administration licensing of meat packers terminated by proclamation of President, effective April 1.

Lines of Postal-Telegraph-Cable Company taken under entire control by Postmaster General Burleson, officers charged with obstructing government operation. President Mackay and other officers deny charges.

Postmaster General Burleson announces 20 per cent increase in telegraph rates, effective April 1.

War savings stamps sales in January aggregated \$48,399,000, Ohio leading in total and Vermont in per capita sales.

Dow-Jones bond average for March declined to 70.78, compared with 67.79 in September, 1918—the low level since 1914.

The Making of Crutches

The makers of crutches in Canada are unable to compete with manufacturers of that article in the United States. They are produced on our side of the line and are shipped to Canada at a cost below what the Canadians can make them for. New Hampshire is the leading crutch-making state, and before the war it consumed 590,000 feet of wood yearly in the manufacture of this article, which was more than half of the total for the whole United States. The leading crutch woods in New Hampshire before the war were yellow birch, paper birch, sugar maple, hickory, lancewood, rosewood and cherry. These are named in the order of quantities used. No mahogany is listed as crutch material in the United States, yet it is a fact that some of this wood is used.

Lumber Prospects in Russia

Russia, which together with Finland exported 52 per cent of the lumber needs of the world before the war, is out of the running for the next four or five years and England, France, Belgium, Holland and other European nations, which were planning before the Bolshevik revolution to secure several billion feet of lumber from that vast empire, must look to the United States, Canada, and to Scandinavia, principally Sweden, for these huge needs, according to Roger Simmons, trade commissioner, Department of Commerce, Washington, who recently delivered an extremely interesting address to the members of the Lumbermen's Club of Memphis, Tenn., and the American Hardwood Manufacturers' Association on the results of his investigations into lumber conditions in Russia, covering a period of eighteen months. He attributed the elimination of Russia from the export field to the chaos and economic ruin which have followed the world-wide war, the Russia revolution, and the policy of the Bolsheviks, especially in the nationalization of industry. He declared that the deplorable condition in which Russia finds herself gives the lumber manufacturers of the United States, Canada, and Scandinavia the greatest opportunity they have ever had. He believed that lumber interests in the United States should take steps that will make it possible for them to go after this huge business in a manner that will enable them to secure the profits to which they are entitled, and he made it quite clear that the organization of a strong combination for handling this overseas business should be effected with as little delay as possible.

Ruined by Revolution

Mr. Simmons also dealt in a most interesting manner with the Bolshevik revolution. He had no hesitancy in pronouncing Bolshevism, which is absolute anarchy tempered but slightly with socialism, as the greatest menace in the history of humanity and civilization, and he urged that the United States and its allies should, instead of withdrawing their forces from the Archangel front, throw more men into Russia and check this tremendous evil by military force. Otherwise, he intimated, in striking language, there is no limit to which it may not extend in a surprisingly short time. He referred particularly to the "nationalization of industry" under the Bolshevik regime, saying that as a result thereof practically every mill in Russia was dismantled or put out of commission, with the exception of those in the Archangel district, which is controlled by the United States and the countries with which it is allied.

According to Mr. Simmons, the Bolshevik do not represent more than ten per cent of the population of Russia, but he pointed out that they have control of the government, of the army, of the finances, of the food supply and of everything that pertains to the essentials of life, industry and commerce, and that, because of this control, they are in position to force their will absolutely upon the other ninety per cent. He said that they were ruling with an iron hand and that they were responsible for more murders than any other body in the history of the world. The ruling classes have suffered worse than other sections of the population, a man being better treated the lower he stood in the scale. For a man to show any prominence in finance, in commerce, in industry or in any other direction, meant that he would be punished by starvation, imprisonment, or murder. He told of the terrible punishment meted out to women who were found wearing warm clothing, and of the murder of women and children by the hundreds, including all the boys in the schools in Russia corresponding to West Point and Annapolis in the United States.

In referring to the position of the United States army in Russia, he said that the Archangel area, which is occupied by these forces and by men from the allied nations, is more nearly normal than any other part of that vast empire, with the schools in session, the railroads in operation and the banks doing business as usual. He believed that, if the allied forces were withdrawn, the Bolshevik

would overrun this part of Russia and kill every man, woman and child therein on the alleged claim that they had interfered with the government of Russia in favor of the enemy.

Change of Plans Necessary

Mr. Simmons said that, with the exception of Ambassador David R. Francis, he was, so far as he knew, the last American in Russia to arrive in the United States, and thus explained why he had remained in that country under the terrible conditions existing under the Bolshevik regime in the following language:

In view of the chaotic situation in Russia and the rapid disintegration of all economic life, I anticipate that a good many lumbermen question why I remained in Russia trying to prosecute a market investigation under such abnormal conditions. Soon after my arrival in European Russia I discovered that the revolution, although entirely changing the character of my study, made it of greater importance to American lumbermen than if carried on under normal conditions.

For instance, the energetic efforts of the Germans to secure control of important sawmill properties in Russia and to dominate the important positions as middle men for lumber exports indicated that the industry in the hands of the Germans would afford much more formidable competition than if controlled by Russia. Further, after the Bolshevik campaign had changed from a political to a social revolution and was producing rapid disintegration of Russia's commercial and industrial life, it became evident that Russia would not be able to export lumber for some time. Therefore, to get information to determine definitely the true significance of these changes was of paramount importance, particularly in regard to forest devastation due to the war and destruction of sawmill properties resulting from the revolution.

Resources and Prospects

During Mr. Simmons' travels through Russia he collected a vast amount of statistics on the subject of that country's forest resources and its past trade. Some of these investigations were original and resulted in bringing many important facts to light that will have bearing on future lumber business in that part of the world.

Russia has more than 400,000,000 acres of forest west of the Ural Mountains, chiefly softwoods. It was Mr. Simmons' opinion that the resources of European Russia in hardwoods were scarcely one-tenth as great as similar resources in our southern states. Her hardwood forests lie, for the most part, in the western part of the country, and if exported, would naturally find an outlet through the Baltic sea or across the border into Poland and westward. But large hardwood exports from that region are no more to be expected in the near future than are exports of softwoods by way of the Baltic.

Siberian Oak

Mr. Simmons threw some new light on the subject of Siberian oak. It has been popularly supposed that a large part of the wood reaching the western world under the name of Japanese oak was really cut in Siberia. According to Mr. Simmons, that is not the case, little or no Siberian oak having been exported, and with little probability that any ever will be exported. The trees are small, and while they cover an extensive territory, the available quantity is small.

The forests of southeastern European Russia contain much large timber, but not much as yet been taken out, except as staves and Circassian walnut logs. Beech trees seven feet in diameter occur there. It is a mountainous region and logging operations will be expensive.

It is related somewhere in the New Testament that a certain preacher ate "locusts and wild honey." The phrase has set commentators guessing; but a reasonable explanation is that the wild locust was the mesquite tree and the honey was contained in its pod. The tree, known there as carob, grows abundantly in that country, and its pods and beans furnish food for men and cattle to this day. Many persons in those parts live part of the time on this wild food. The interpretation by former theologians to the effect that John the Baptist ate honey and grasshoppers is not so widely held as it once was. Mesquite pods are more appetizing and sanitary.

Practice and Theory in a Common Cause

Woodworkers Study Technical Features of Their Business Under Direction of Madison Experts

BEGINNING MARCH 17 and ending two weeks later, a school, unique of its kind, was held at Madison, Wis., under the auspices of the United States Government. The Forest Products Laboratory supplied from its staff of scientists the instructors, and the pupils came from factories which make chairs and furniture. The purpose was to bring together scientific specialists and manufacturing experts, for discussion of and instruction in certain problems which confront the progressive user of wood. No other school just like it has ever been held in this country, and if results come up to expectations, the foundation has probably been laid for similar work along other lines which will join theory and practice in wood utilization for the benefit of the industry and the public.

The government furnished some of its best men in the special lines of work, and manufacturers were represented by as good as they could send. The field was not general but included principally dry kilns, veneer panels, and glue. The men who attended as students were interested in these matters, and the lecturers had specialized in the scientific phases of that work. The manufacturers who took the courses follow:

John H. Veneklasen and John Welmers, representing the John Widdicomb Company, Grand Rapids, Mich.

C. J. Baldwin, representing The Macey Company, Grand Rapids, Mich.

H. Hubut, of the Berkey & Gay Furniture Company, Grand Rapids, Mich.

W. H. Negley, representing himself.

A. C. Devereaux, also of Grand Rapids, representing the Grand Rapids Chair Company.

These men were specially interested in glues and plywood in connection with the manufacture of furniture or similar products. Others who were most interested in kiln drying, with the firms represented, were the following:

H. Kronemeyer, Peru Chair Works, Peru, Ind.

C. A. Maxey, Grand Rapids Show Case Company, Grand Rapids, Mich.

J. D. Halstead and Vander Kodde, Crocker Chair Company, Sheboygan, Wis.

J. H. Dargie, P. Derby & Company, Inc., Gardner, Mass.

B. F. Hilton, Berkey & Gay Furniture Company, Grand Rapids, Mich.

H. Hoppe, Milwaukee Chair Company, Milwaukee, Mich.

R. A. Kelley, Webster Manufacturing Company, Superior, Wis.

A. K. Dewick, Wisconsin Chair Company, Port Washington, Wis.

Lectures and Demonstrations

Every hour of the two weeks was filled with lectures, demonstrations and tests. Eleven lectures were given on the structure and other physical properties of wood;

eleven on practical problems of kiln drying; six on glues; and four on veneers, either in connection with glue problems, or along other lines.

The lectures constituted only half of the course of study, for laboratory tests were made daily to emphasize and clear up points referred to by the lecturers. Everything was made as practical as possible and as plain as circumstances would allow.

A good deal of attention was given to the structure of wood, so far as structure has a direct bearing on the working qualities of wood. Shrinkage, swelling, warping, and checking are produced by or are due to the minute structure of wood, its cells, fibers, rays, pores. These elements, some of which are microscopic, others not, were pointed out and explained in a way to clear up the meaning of some of the laboratory tests which followed, and to show why woods cannot be mishandled and abused without producing undesirable results.

Particular attention was given to the presence of moisture in the wood, and to the results which are apt to follow the presence of too much of it or the too rapid extraction of moisture. Methods of determining and measuring the presence of moisture in wood were explained, and instructions were given whereby proper records could be kept. What the lecturers explained in the class room, the tests in the laboratory made clear and practical.

The lecturers emphasized the fact from the beginning that they did not expect or intend to teach the manufacture of furniture, but should content themselves with assisting in solving some of the troublesome problems which plague the worker in wood.

The Dry Kiln's Proper Work

With a working understanding of wood's structure, its behavior in the dry kiln is not difficult to comprehend. With many manufacturers of wood commodities, the dry kiln is the weak point and gives most bother. No formula for drying wood in a kiln has yet been devised that will do satisfactory work without man's help, and a large part of that help must be brain work. The government laboratory at Madison has given a great deal of attention to dry kilns during the past six or eight years, and has sample kilns in which various phases of the drying processes can be watched and studied, thereby showing exactly what is taking place under conditions that can be regulated and measured.

Facilities for these observations were provided for the class taking the course in kiln drying. The first step consisted of a description of the kiln, its apparatus for regu-

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2. In comparison lowest priced glue on the market.
3. Saves time, labor, heat and trouble.
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5. Suitable for all outside gluing even in cold and wet weather.
6. May be used in jointing machines.
7. Glues natural damp (not wet or green) as well as dry lumber, steel, brass, stone, glass, linoleum, cork, cloth, etc., to wood and leather.
8. Stands all climates, even the most humid.
9. Especially adaptable for use in gluing hardwoods of all kinds.
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Write for sample for testing on your special work. Our services are at your disposal.

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lating heat, humidity, air currents, and the like. Then the behavior of the wood when acted upon by different forces was shown. The kind of wood, its condition when it goes into the kiln and its condition at various stages of its progress, must be understood and watched; for if left to chance, something serious may happen, no matter how nearly perfect the kiln may be in its arrangement and facilities. The kiln furnishes the machinery but it has no brains. They must be furnished by the operator; and perhaps the main thing of all is to so train the man in charge of a kiln that he can both see what is happening and provide a quick remedy, if needed, and know just what the best remedy is. It is believed that therein lies the principal secret of successful kiln drying.

In the manufacture of furniture, and in making and handling veneer panels for other purposes, the management of the glue is of first importance. The course of instruction at the laboratory included lectures on glue and experiments and tests in mixing and applying it as it should be done to secure the best results. Proper kiln drying is the first step, but it is only half, and following that step comes the application of the glue to make strong joints and satisfactory panels. The instruction at the laboratory included discussion of kinds of glues and their properties and uses; tests for viscosity, jelly, grease, acidity, odor, decomposition, and, of course, the strength, which is one of the principal considerations. The tests for animal glues follow lines differing from tests for vegetable and casein glues, and wherever the differences may be of either advantage or disadvantage in a practical way, the points of difference are brought out and emphasized. The sources of the various glues are explained, together with methods of manufacture.

The course included lectures on and demonstrations of plywood construction, including the effect of varying the angle of grain of successive plies; and the effect of the number of plies on the twisting and cupping of panels. This was followed by discussion and tests of the effect of varying the species of wood and the thickness of the sheets, on twisting and cupping. Joints and the methods of making them came in for practical consideration. Defect in plywood is, of course, a matter of much importance, and laboratory tests and demonstrations were devoted to that phase of panel making. Causes of defects and the remedies were carefully considered.

Among the experiments carried out were tests of specimens glued with animal and others with vegetable glues, with the compilation of results for future reference. Similar work was done with casein and blood-albumen glues. This was followed by the examination and testing of plywood glued at different moistures and densities.

The last day of the two weeks' course was devoted to clearing up points which seemed to need further discussion. Questions were asked and many matters were reviewed.



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Sent on
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The fast growing use of Red Gum in the manufacture of furniture, in interior trim, and in high grade fixtures, is an indication of the growing popularity of this handsome Southern hardwood.

An added advantage of buying N. B. Figured Red Gum Veneer is the saving in freight which may be accomplished by buying small lots in cars with Sawed and Sliced Quartered Oak and Hardwood Lumber, of which we are extensive manufacturers.

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You know what this has meant in your glue room for years past

A REAL vegetable glue, as good or better than Animal Glue, cannot be sold and used for wood joints, which does not infringe our United States Letters Patent, held valid and infringed by United States Circuit Court of Appeals.

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Nature has also given the “*Cabinet Wood Superior*” to assist in applying these designs.

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Is, Without Question,

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The soft tone, deep lustre and delicate shades of rich brown color of American Black Walnut places it above all others.

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Walnut Exclusively

All Grades and Thicknesses

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War needs for veneers led to much advance in the manufacture of panels, particularly those of large size. The making of airplanes and hydroairplanes called for sheets of larger size than had ever been used before, and also for grades of work a little better than had been usual. The experience thus acquired will not be useless in civilian work which calls for high-grade panels.

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THIN LUMBER SPECIALTIES
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Fifty-two years ago this company started operations on the same site it now occupies. During that time the business has never gotten outside of the family nor varied from the old family tradition of integrity of product. Two generations have cut

AMERICAN BEAUTY WALNUT

nothing but the choicest northern grown hardwoods. The family pride in the business has maintained constant progressive development. In fact, the plant equipment has often been ahead of the times for many modern and indispensable mechanical im-

NORTHERN GROWN OAK

provements in sawmilling were developed at this mill. After two generations of contact with log supply, the present and future show just as pleasing a quality and quantity as was available fifty-two years ago. Sentiment and sound business judgment have for fifty-two years dictated our policy of unchanging integrity.

HOFFMAN BROS COMPANY

FORT WAYNE INDIANA



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A H O G A N Y
L U M B E R
V E N E E R

**Astoria Veneer Mills
& Dock Company**

Plant and Yard, Long Island City, N. Y.
General Offices, 347 Madison Ave., N. Y.

The Dean - Spicker Co.

Manufacturers of

VENEERS

Oak—Mahogany—Walnut

AND

LUMBER

**22nd St. and So. Crawford Ave.
CHICAGO**

**KANE VEGETABLE
VENEER GLUE**

Quality—None Better

We guarantee that the process used in the manufacture of Kane Vegetable Veneer Glue, and also the dissolving with water and caustic soda in the usage of same by the consumer, do not infringe any patents, and particularly the patents recently construed by the Court of Appeals of the Seventh Circuit or the Decree of the U. S. District Court at Chicago, signed Aug. 5, 1918.

Manufactured and sold exclusively by

KANE MANUFACTURING CO.

28 E. JACKSON BLVD., CHICAGO

Export Shipping Conference Meets With Success

A special committee of the National Lumber Exporters' Association, including R. S. Huddleston, of the Huddleston Marsh Mahogany Company, New York; Wm. E. Weakley, W. M. Ritter Lumber Company, Columbus, O.; John L. Alcock, John L. Alcock & Co., Baltimore; Wm. H. Russe, Russe & Burgess, Inc., Memphis; Fred A. Arn, J. M. Card Lumber Company, Chattanooga, Tenn.; Fred W. Mowbray, The Mowbray & Robinson Company, and Harvey M. Dickson, secretary of the association, held a conference April 3 in New York with the Transatlantic Associated Conferences, an organization of steamship men, to discuss prepayment of inland and ocean freight, through export bills of lading, and stabilization of ocean freight rates.

Practically all the steamship lines operating between North Atlantic ports and Europe were represented and every one of the pending questions was discussed at considerable length.

The question of prepayment of freight, being so intimately connected with that of through ocean bills of lading, was left open till the latter issue can be adjusted. C. E. Spens, of the National Railroad Administration, who was present, announced that he had conferred with the steamship men and had given assurances that the Railroad Administration would meet the transatlantic lines half way, coöperating to the end that the matter of prepayment can be

adjusted upon a mutually satisfactory basis. Mr. Spens is to see the railroads again and ascertain just what they are prepared to do, reporting their decision to the steamship representatives. Included in the settlement of this issue is an extension of free time on exports. Assurances were given that the restoration of through bills of lading was sure to come in the near future.

On the subject of stabilization of rates, the lumber exporters stated that the trade had been subjected to serious losses as a result of the frequent important fluctuations in rates, which were reduced from \$3.50 per 100 pounds to \$3, and then to \$1, being thereafter increased to \$1.50 and \$1.75. The steamship men gave assurances that there would be no further wide changes and that every effort would be made to maintain rates at definite figures. It was agreed that in the future the difference between the rates on hardwoods and on softwoods should not be more than ten per cent, thus getting down to the pre-war basis, when the charge on oak was 20 cents and that on poplar 22 cents. It is now \$1.50 on oak and \$1.75 on poplar.

In a general way it is to be said that the results of the conference are viewed by the exporters with much satisfaction as making for a termination of the uncertainty that has prevailed in the trade.

Estimated Lumber Cut in 1918

A total lumber production of 32,760,000,000 feet is the estimated cut for the year 1918, on the basis of partial returns received by the Forest Service, of the United States Department of Agriculture, from 731 sawmills, each one of which cut 5,000,000 or more feet in the years 1917 or 1918.

In 1917 the total production amounted to 36,000,000,000 feet. The decrease in 1918 is not confined to any one region but is general. It is largest in the southern and eastern states and least in the western states.

The attached summary shows the production by states, the number of mills reporting and the reported cut.

State	No. of Mills	Reported Cut (feet)
Alabama	20	252,248,000
Arkansas	39	655,121,000
Florida	18	291,924,000
Georgia	13	134,688,000
Louisiana	91	1,674,662,000
Mississippi	55	929,444,000
Texas	31	560,987,000
North Carolina	26	287,783,000
South Carolina	15	197,819,000
Virginia	8	77,794,000
Michigan	37	412,249,000
Minnesota	16	418,751,000
Wisconsin	45	682,439,000
California and Nevada	38	951,367,000
Oregon	68	2,004,882,000
Washington	139	3,226,169,000
Idaho	18	548,469,000
Montana	8	281,620,000
Arizona	4	76,652,000
New Mexico	5	48,854,000
Tennessee	4	47,751,000
West Virginia	16	160,117,000
Maine	9	82,436,000
Missouri	8	90,618,000

Two trees that bear the name mahogany occur in the Rocky Mountain region and westward, one designated as valley and the other

as mountain mahogany. Neither is any kin to mahogany, and the only claim to the name is that the wood is reddish. Neither attains large size and, so far as known, ever goes to the sawmill.

The Nation's Cut-Over Lands

The aggregate area of cut-over land in the United States is placed at 228,509,000 acres, the ten states having the largest areas being, in the order named: Georgia, Alabama, Minnesota, Arkansas, Wisconsin, Mississippi, Texas, North Carolina, Louisiana, and Michigan. Cut-over land is understood to mean ground from which the timber has been removed but farming has not been developed. Nearly half of the states are not credited with any cut-over land, though every state has a little. Among those not credited with any are Massachusetts, Ohio, Indiana, Illinois, Iowa, New Mexico, Arizona, and Utah. Swamp and overflowed land is not included in this list. The three Pacific coast states have more than ten million acres of cut-over land, and the New England states over nine million acres.

Fashion rules in many small items of wood utilization. The use of applewood for the handsaw handle is an example. It is a good wood for that purpose, but others ought to answer as well. The custom of using it became habit, and habit became fashion.

The wood of tame cherry is as handsome as that of the wild trees. Large trees from superannuated orchards are occasionally cut into saw logs and sent to mills. The heartwood is the valuable part, and none but large trees are worth much.

One of the most prolific fruit bearers of all wild trees is the service or shad bush; but unfortunately no use is made of the fruit because it is too soft to ship. In the northwestern part of the United States the berry is dried for domestic use the same as the huckleberry sometimes is in the eastern states.

The Mail Bag

B-1221—Hardwoods for Export

Mar 1 26, 1919. Editor HARDWOOD RECORD: We have an inquiry from a special friend in England, who is in the market for a variety of high grade hardwood, all to be used for frames. This includes quartered white oak, basswood, black walnut, mahogany and a few other of the ordinary woods. He wants to buy in about \$1,000 lots. Will you please advise to whom we shall write to get quickest results?

Clubs and Associations

National Association Program

The National Lumber Manufacturers' Association will meet in Congress hotel, Chicago, April 15, and will remain three days in session. The program contains many interesting features, among which are the following:

- Standards of Wood Construction—Chairman, W. H. Merrill, Chicago, Ill.
- Standards of Wood Construction from the Standpoint of the Architect—Sullivan W. Jones, New York City.
- Commercial Uses of Treated Lumber—A. R. Joyce, Chicago, Ill.
- Development in Heavy Timber Construction—C. E. Paul, Chicago, Ill.
- Protection from Fire in Wooden Buildings—W. C. Robinson, Chicago, Ill.
- Building Codes in Relation to Standards of Wood Construction—R. S. Whiting, Chicago, Ill.
- Standards for Wooden Shingles and Their Use—J. S. Williams, Seattle, Wash.
- Industrial Opportunity Through Organization—Charles S. Keith, Kansas City, Mo.
- Organization for Trade Extension—Chairman, John J. Comerford, Detroit, Mich.
- Problems of the Industry as Viewed by the Salesman—Harry T. Kendall, Houston, Tex.
- National Advertising from the Standpoint of the Retail Dealers—Findley M. Torrence, Xenia, Ohio.
- Harnessing the Advertising Forces of the Industry—Murray Springer, Chicago, Ill.
- The Economics of Advertising—Charles Coolidge Parlin, Philadelphia, Pa.
- Retail Service—Chairman, J. C. Dionne.
- What the National Lumber Manufacturers' Association is Doing for the Retail Merchants—H. R. Isherwood, Chicago, Ill.
- The Railroad Problem—Honorable Walker D. Hines, Washington, D. C.
- Trade Organization in American Industry—Honorable William B. Colver, Washington, D. C.
- A National Lumber Policy—Honorable Henry Solon Graves, Washington, D. C.
- American Ships for American Goods—Charles E. Piez, Philadelphia, Pa.
- International Commercial Policy—Honorable Wm. S. Culbertson, Washington, D. C.
- The Opportunity for Foreign Trade in Lumber—Honorable Burwell S. Cutler, Washington, D. C.

The Lumber Congress Program

A program of twenty pages, printed in pamphlet form, has been issued, covering the four days' session of the American Lumber Congress in Chicago, April 14-17. The session, however, includes the meeting of the National Lumber Manufacturers' Association as well as of the congress. The latter will be held April 14, 15, 16; the former 16 and 17. On the evening of April 14 a dinner will be given at Congress hotel by the National Lumber Manufacturers' Association to the secretaries of the regional and state associations of lumber distributors and the secretaries of the associations of lumber manufacturers. Among the numbers on the program of the congress are the following:

- The National Responsibility of American Industry—John H. Kirby, Houston, Tex.
- Trade Extension and Advertising—F. J. Ward, Clinton, Ia.
- Advertising That Sells Lumber—L. R. Putman, New Orleans, La.
- Originality in Lumber Advertising—B. J. Boorman, Great Falls, Mont.
- The Financing of Home Building—J. R. Moorehead, Kansas City, Mo.
- The Advertising of West Coast Woods—S. O. Krantz, Seattle, Wash.
- Coordination of Trade Extension Activities by Manufacturer and Retailer—J. A. Mahlstedt, New Rochelle, N. Y.
- Lumber Merchandising Service—Horace F. Taylor, Buffalo, N. Y.
- Service That Sells Lumber—D. J. Fair, Sterling, Kans.
- Selling Homes—George P. Thompson, Minneapolis, Minn.
- Lumber Merchandising Service—George E. Merrill, Salt Lake City, Utah.
- Selling Ideas—A. L. Porter, Spokane, Wash.

Railroad Tie Makers Meet

Officials of the Association of Railroad Tie Producers held a meeting in St. Louis late in March. It developed that the present financial outlook of the railroad administration, due to the failure of congress to provide sufficient appropriations before adjournment, is already having its effect upon the plans of the tie producers, both large and small, as some roads have ceased their prompt payment for cross ties delivered, while others are seemingly adopting a policy of forcing a loan from the larger tie producers by withholding payments to them in preference to those producers who are less capable to carry the road accounts.

This policy is declared to be hardly consistent with the administration's declarations made earlier in the year that there would be no difference made in the treatment of the large or small producer.

The larger producers are quite willing to help the roads during their present financial embarrassment, providing the administration will recognize some more of the salient points in connection with the production of cross ties, to which they have in the past seen fit to pay only scant attention.

Forestry Troops Coming Home

It is expected that all units of the Twentieth Engineers, or forestry troops, still in France will return to the United States by the middle of June. Most of the mills have been shut down and the men have been devoting much of their time to road building.

Vehicle and Implement Departments to Meet

The plow and tillage department of the National Implement and Vehicle Association will hold its annual meeting at the Hotel La Salle, Chicago, on April 16. The meeting will be featured by the annual election of officers and reports of several important committees. The past season will be reviewed and future conditions thoroughly discussed.

The farm wagon department will hold an important meeting in Chicago on April 22 at the Congress hotel, at which important announcements will be made for putting into effect publicity propaganda relative to the advantages of farm wagons on farm and country roads as compared with other methods of transportation.

Discontinue Traffic Committee

The Freight Traffic Committee for North Atlantic ports, which has been in control of the movement and issuance of permits for freight traffic via the ports of Boston, New York, Philadelphia, Baltimore and Norfolk and Newport News, was disbanded as of April 3 and traffic managers were appointed as follows:

- Boston—L. H. Peters, Chamber of Commerce.
- New York—B. M. Flippin, 141 Broadway.
- Philadelphia—A. J. Bell, Room 463 Broad Street Station.
- Baltimore—F. J. Couse, B. & O. Central Building.
- Norfolk—C. H. Freeman.
- Newport News—W. L. Devine.

These traffic control managers will receive applications for commercial export freight from the agents of the steamship lines booking the cargoes from ports and from the representatives of the foreign governments and the United States Food Administration upon their assurance of definite ocean tonnage being assigned. The permits for carload export freight will be issued at the port from which the property is to be exported, bearing serial numbers with the prefix G. O. C. and the name of the port as a prefix.

Announcement is also made that C. H. Markham, regional director of the Allegheny region, including Baltimore, has ordered the cancellation of all embargo restrictions on the shipment of domestic lumber to this city. The lifting of the embargo became effective April 1 on the eastern lines of the Baltimore & Ohio and the Pennsylvania, and thus ends the last of the war restrictions imposed.

Important Traffic Developments Recorded

The Southern Hardwood Traffic Association is seeking to secure all possible available space for transporting overseas cargoes of hardwood lumber and forest products belonging to its members. To this end it has asked that the latter supply it, with all possible dispatch, an approximate idea of the amount of tonnage they have ready for forwarding. This information, when it has been compiled, will be forwarded to M. P. Billups of the U. S. Shipping Board, with headquarters at New Orleans. This compilation is being made at the special request of J. H. Rosseter, director of operation, for the board.

The association announces that it will complete within the next few days its plans for writing marine insurance for its members.

The association, in a statement issued to its members, says that prospects are quite bright for securing restoration of export rates via Pacific coast points in effect prior to June 25, 1918, on staves, heading, hoops, bolts and bungs, in carload lots, 40,000 pounds minimum. If successful, the rate from Memphis to Pacific coast ports will be cut from 80 to 58 cents and those from other valley points extending from Chicago to New Orleans will be reduced in proportion.

The War Trade Board, according to the association, announces that it has information that "the British government has issued a general import license which exempts all raw materials from the operation of import restrictions." Commenting on this, the association observes: "The action of the British government removes all restrictions with respect to lumber imports."

Traffic Association Has 350 Members

New members are coming into the Southern Hardwood Traffic Association at a very gratifying rate, according to J. S. Thompson, assistant to J. H. Townshend, secretary-manager. Since the recent annual of that body there have been thirty firms to become identified with this organization, bringing the total membership to about 350, representing an annual output of 350,000 cars annually.

The association is notably busy in its claim department. It reports having filed more claims during March than during any previous month in its history both as to numbers and as to the amounts involved. It has found it necessary to increase its force at headquarters here and is now employing eight men and two stenographers. The branch office at Louisville uses five persons and there are two each at the branch

offices at Helena, Ark., and Alexandria, La. This makes the entire force nineteen.

The association announces that it is now formulating plans for opening branch offices at both St. Louis and Cincinnati and further developments in these directions may be anticipated at an early date.

Mr. Townshend is still suffering from typhoid fever but is reported making reasonably satisfactory progress. Mrs. Townshend has been quite critically ill with the same disease during the past few weeks and last Saturday evening attending physicians despaired of saving her, saying she would not live through the night. She rallied, however, and is now regarded as probably out of danger.

Open Price Work Expanding

There will be a meeting of the open competition plan of the American Hardwood Manufacturers' Association at Memphis, Hotel Gayoso, Friday, April 11. This will be followed Wednesday, April 16, by another at the St. Charles hotel, New Orleans. Still another will be held at Jackson, Miss., Edwards house, April 18.

Announcement to this effect has just been made in Memphis by F. R. Gadd, manager of statistics for this organization. He is directly in charge of the open competition plan and is now in Cincinnati where he went to attend the meeting, under this plan, held at the Sinton hotel, on April 4.

The meeting at New Orleans will take the place of that held each month at Alexandria, La. That at Jackson, Miss., represents a new departure, as the association has never held one at that point under the open competition plan.

The association is arranging for meetings at other new points, notably in Alabama and Arkansas. Due announcement of these will be made.

The open competition plan is gaining fresh adherents almost every day. The information disseminated among those who are identified with this plan is proving of the greatest value and those who have not been receiving this are finding themselves at a disadvantage in competing with other firms which enjoy this source of news regarding prices at which lumber is being sold and the kinds of stock that are moving.

Farm Wagon Manufacturers Meet

The farm wagon department of the National Implement and Vehicle Association held a special meeting at the Seelbach hotel, Louisville, Ky., on Thursday, March 20.

A general shortage of certain wood materials, particularly hickory, was brought out as well as other hardwoods, which did not augur well for lower production costs.

The principal item of business was a review of the standardization work, particularly with reference to the manufacture of wagons and trucks of the new country-wide standards, i.e., 56-inch track and 38-inch box width. The results were very gratifying, showing that more than 90 per cent of the output of the factories throughout the country at this time was vehicles of these standards, and less than three months have elapsed since these standards went into effect. In the southeastern part of the country less progress has been made than elsewhere, but an educational propaganda will be started at once to better inform the dealers and consumers as to the great advantages of the change.

One of the most important actions taken was a resolution to the effect that the department would raise a fund on an equitable basis to be used for educational propaganda with reference to the utility and economy of horse drawn vehicles on the farm and also covering the new standardization program. There are many sections of the country where, until conditions materially change, the horse drawn vehicle will be by far the most economical and satisfactory vehicle to be used in the handling of farm work and the transportation of crop.

An interchange of trade experiences among members showed that while wagon demand up to this time had been light generally, the prospects were that with the advance of agricultural activity which is bound to follow prices established on certain farm products the year would be an exceedingly good one for the wagon manufacturers.

With the Trade

New Philippine Company Formed

American and Philippine capital is interested in the Agusan Lumber Company, San Francisco, Cal., recently incorporated for \$15,000. The company has large timber concessions on the Agusan river on the island of Mindanao. Many trees have already been cut preparatory to shipment to the market and to the mill.

The incorporators are: J. Hagedorn, E. C. Bopp, chief of the Manila secret service; E. A. Heise, Lao Leing, a Chinese business man and Dolores Kalo, a native woman capitalist of Manila.

The Philippine lumber business is growing rapidly. Formerly all the small ships and steamers for inter-island trade were built in China, but since the war yards have been established in Manila and other island cities, for building these boats at home. In this business much native lumber is being used and the foreign demand for Philippine hardwoods is growing constantly.

R. H. Browne Makes New Connection

Rex H. Browne, who purchased a hardwood mill at Dyersdale, Tex., several months ago, has incorporated the Dyersdale Lumber Company and will resume operations by April 10. The new company, which is composed largely of local capital, has a capital stock of \$15,000. The mill has a daily capacity of 15,000 feet with a plentiful supply of Trinity river miscellaneous hardwood.

Gammage in Business for Himself

W. F. Gammage for the past twelve years connected with Russe & Burgess, Inc., of Memphis, Tenn., has opened a hardwood lumber office in the Neave building, Cincinnati. Mr. Gammage is well known in southern hardwood circles having been sales manager for Russe & Burgess, Inc., when he left on March 15. He has excellent mill connections and a thorough knowledge of the business. In fact, is equipped in every way to make a success of the wholesale domestic and export hardwood business which he is now starting. He will handle northern and southern lumber.

Will Make Furniture

A furniture factory to employ about 150 men is the plan of the West Virginia Aircraft Company. The installation of machinery is being made and it is rumored that the opening of operations may take place within a month. Some time is necessary to put in the factory the sandpaper machines and planers and it is uncertain just when the manufacture of furniture will start.

The new firm will be known as the National Furniture Company, of Wheeling, W. Va. The company is incorporated at \$100,000. All kinds of high-grade furniture will be turned out at the new plant when completed, which is one of the most modern and up to date in the country.

Big Hardwood Company at Ashland.

A big hardwood concern has been formed at Ashland, Ky., as the Dawkins Lumber Company, by practically the same interests as control the W. H. Dawkins Lumber Company. The new concern is capitalized at \$1,000,000 by W. H. Dawkins, president; F. W. Fletcher, vice-president, and W. E. Berger, secretary-treasurer. Mr. Dawkins is president of both companies and Mr. Berger holds the same office in both enterprises. The same interests have taken over the Big Sandy & Kentucky River Railroad Company, increasing the capital from \$100,000 to \$300,000 and arranging for eleven miles of additional road to reach 40,000 acres of coal and timberland in eastern Kentucky on Licking river, principally in Breathitt and Knott counties. It is planned to install large mills at the end of the railroad extension and operate a big camp.

Galloway-Pease Company Reorganized

Through the reorganization of the Galloway-Pease Company, effected a week ago, M. L. Pease becomes president and the Saginaw interests in the company retire. The company is now known as the Galloway-Pease Lumber Company and will continue to have its headquarters in the Lumber Exchange building, Chicago, and operate its mills at Poplar Bluff, Mo.

The company has been one of the well-known southern hardwood operators for a good many years, during which time A. D. Eddy of Saginaw was president and G. L. Humphrey of Saginaw, vice-president. The new officers are: M. L. Pease, Chicago, president; A. Bennett, Chicago, vice-president; H. J. Witherell, Chicago, secretary, and P. R. Pease, Poplar Bluff, Mo., treasurer.

New Chicago Wholesale Firm

The Cortez Lumber Company is the newest addition to the Chicago trade. This firm will handle northern and southern hardwoods, Pacific coast lumber and southern pine from its new offices in the Conway building, Chicago. The company is capitalized at \$100,000, and is headed by R. J. Clark, who since 1901 has been president and manager of the Peninsula Bark & Lumber Company, Sault Ste. Marie, Mich. This company has now completed its cut and is closing out.

Mr. Clark is a thorough lumberman from every standpoint and his success in the new company is assured from the start.

New Lumber-Hauling Railroad

A charter has been issued at Charleston, W. Va., for building a railroad in that state between the towns of Rainelle, Greenbrier county, and Richwood, Nicholas county. This road will traverse a timbered region and it will be used principally in hauling lumbers. The incorporators are Angus W. McDonald, V. S. Black, B. B. Brown, L. G. Summerfield, and O. P. Fitzgerald. Headquarters will be maintained at Charleston, W. Va.

Fire-proofed Wood for Matches

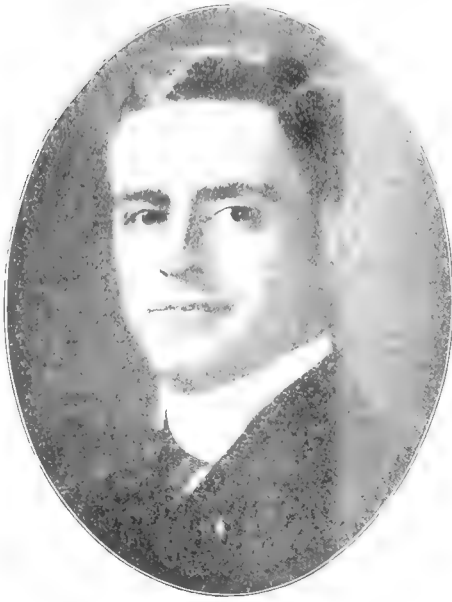
The story is told of a manufacturer of matches who bought the wood from abandoned barracks, only to find out later that the wood had been thoroughly fireproofed. Rather than stand the total loss he might make the wood into matches for children to play with, since some children persist in playing with matches.

Artificially Deformed Trees

One of the interesting and grotesque sights in Japanese parks and yards is the presence of many deformed trees, which have been twisted into human or animal shapes. Some of these deformed trees are very small so that they may be placed on a window ledge. For such bizarre plants the equivalent of perhaps \$2,000 will be paid.



T. J. CHRISTIAN, LUMBER SALES
MANAGER



W. H. DAY, MANAGER, LOUISVILLE
BRANCH



MERRITT ROGERS, TREASURER

**Wood-Mosaic Com-
pany Clears Decks
for Action**

Under war conditions the Wood Mosaic Company at its plants at New Albany, Ind., Huntington, W. Va., and Cincinnati, O., practically forgot peace time production and placed its facilities unreservedly at the disposal of the government. Now that peace has come it is just as energetically clearing the decks for a vigorous campaign in the commercial markets.

At the Louisville plant, in Highland Park, Ky., splendid new dry kilns and tempering rooms have been completed and now give to the company a commercial dry kiln capacity of about 300,000 feet of lumber.

At the New Albany,



W. A. MacLEAN, PRESIDENT



H. H. BARCLAY, SECRETARY

Ind., plant across the river, the gunstock equipment has been entirely cleaned out and the flooring machines replaced. Before long the company will be making its usual high-grade line of parquetry flooring. The veneer department is running full force. This plant is equipped with six veneer saws and all of them are operating at the present time. The company makes sawed veneer only.

The Highland Park plant is running day and night. Having concentrated on walnut for gunstock ditches the regular run of oak, ash, poplar, hickory and similar logs has hardly been touched. Now with the walnut rush a thing of the past, the log piles of other woods are being used up as rapidly as possible and the



ALEX. SCHMIDT, MANAGER CINCINNATI
BRANCH



ANGUS MacLEAN, VICE-PRESIDENT



J. J. EGAN, MANAGER HUNTINGTON
BRANCH

lumber put on sticks. Adjustment has been effected with the government on left-over walnut logs, some of which are now going into commercial lumber. It is stated that the Highland Park plant has the largest and best balanced stock of hardwoods that it has ever carried.

The branch at Huntington, W. Va., is a rotary veneer plant manufacturing high-grade poplar crossbanding exclusively. This plant is located in the heart of the West Virginia timber section and has an unlimited selection of choice yellow poplar logs. It is equipped with three rotary lathes and a modern drying equipment including a large textile dryer. The plant specializes in clear dimension stock producing over 2,000,000 feet of this material a month.

The company has recently purchased another plant and mill at Jackson, Tenn. While this is a smaller mill than either the Louisville or New Albany units, it will be operated full time and will produce a very high quality of hardwoods.

The Cincinnati plant is running exclusively on walnut. During the war this plant turned out large amounts of gunstock fitches and propeller lumber, and now will continue to manufacture walnut but only for domestic and export commercial requirements.

The plant at Brooklyn, N. Y., in the Bush Terminal building, is exclusively a parquet flooring proposition and supplies all the eastern flooring connections. The company maintains flooring agencies in every large city from Pittsburgh east.

The only other branch is a yard maintained at Winnipeg, Canada, on which is carried a complete stock of hardwoods for supplying the wholesale and retail trade of that section. The Canadian business at present is reported to be rather slow.

The company has just added to its force H. W. Franket of Derby, Conn. Until quite recently Mr. Franket was first lieutenant in the ordnance department, small arms division. His principal duty was stimulating the production of gunstocks and materials for airplanes, having spent about eighteen months in this work. He was a frequent visitor at the Wood-Mosaic plants, and having made a favorable impression upon W. A. MacLean, president, was offered and accepted a position with the company. Mr. Franket is in charge of the timber department and located at the New Albany office.

The officers of the Wood-Mosaic Company and those in charge of the various plants are: W. A. MacLean, president and general manager; Angus MacLean, vice-president; H. H. Barclay, secretary; Merritt Rogers, treasurer; W. H. Day, manager of the Louisville branch; Alexander Schmidt, manager Cincinnati branch; J. J. Egan, manager of the Huntington branch; Joseph E. Larkin, manager of the Brooklyn branch; W. C. Hanafey, manager of the new mill at Jackson, Tenn., and T. J. Christian, New Albany, manager of lumber sales.

Babcock Lumber Company in the West

The Babcock Lumber Company of Pittsburgh, Pa., has purchased lumber interests on the Pacific coast and will be affiliated with the Wallapa Lumber Company, Portland, Ore., which company operates several large far western mills. It is announced that the Babcock Lumber Company expects to market through its Pittsburgh office 175,000,000 feet of lumber a year, representing both eastern and western varieties.

The company maintains branch sales offices in New York, Philadelphia, Chicago, Providence, R. I., Johnstown, Pa., Rochester, N. Y., Detroit, Mich., and South Bend, Ind.

Pertinent Information

Plant Forms Used in Designs

Furniture designers will find practical value in an exhibit of plants arranged to show the decorative use of plant forms as shown by the Metropolitan Museum of Art, New York.

The exhibition started March 15 and will run to and including April 20. Designers at all times have sought their inspirations at firsthand in the motives of nature. Ornament has developed chiefly because of the unlimited number of design features offered by flowers, leaves, buds and pods. Famous styles and periods of designs owe much of their life and present value to their careful and consistent use of motives drawn from nature. On the other hand it is claimed that modern designers do not faithfully study nature. Therefore, this exhibition has been arranged both because it is of interest to lovers of plants and flowers and because it is of value in the arts.

The museum has issued a bulletin entitled "Plant Forms In Decorative Art," describing the exhibition.

New York's Furniture Industry

An exceedingly interesting and valuable booklet has just been issued by the Merchants' Association of New York devoted to the complete analysis of the furniture industry of the metropolis. New York is given as the third largest furniture producing city in the country, Chicago being first, Grand Rapids second. New York's industry though is seemingly on a different basis from that of any other big furniture center being made up mainly of small shops which turn out an especially high grade line of

product, a good proportion of which is on special order. In fact, the extra high-grade and the special made-to-order furniture total \$7,000,000 of the \$11,500,000 value for 1914.

The book goes into detail as to raw material, manufacturing facilities and conditions, labor, markets, and all other points of interest. It can be secured by addressing the Merchants' Association of New York asking for Bulletin No. 2.

Building Statistics for March

Contracts let in March for building and construction projects will be in excess of the normal average for March in money value. The statement is made on the authority of the U. S. Department of Labor which has issued figures on the contracts let in territory east of the Missouri and north of the Ohio rivers, for the first three weeks of March, together with an estimate for the remainder of the month.

The total number of contracts let for the third week in March was 1,945, representing a money value of \$39,017,308. The New York district reported 186 projects involving \$8,372,682; Pittsburgh, 163 projects involving \$5,063,614; Boston, 443 projects involving \$2,602,000. The Chicago district reported 741 contracts let involving \$19,212,298.

The record for the first three weeks of March was:

Week ending March 7, 1919.....	\$27,751,076
Week ending March 14, 1919.....	29,851,407
Week ending March 21, 1919.....	39,017,308

Total.....\$96,619,791

From these figures has been omitted the Minneapolis district from which the total would be less than one million dollars.

It appears likely that the entire month's figures were between \$125,000,000 and \$150,000,000. The amount involved in contracts awarded in January of this year was about \$51,000,000 and in February about \$95,000,000; from which it appears the construction business certainly is "picking up."

Figures for the month of March for several years, to the nearest million dollars, are as follows:

1911.....	\$69,000,000	1915.....	\$ 76,000,000
1912.....	73,000,000	1916.....	95,000,000
1913.....	64,000,000	1917.....	133,000,000
1914.....	59,000,000	1918.....	116,000,000

The present month does not have large government contracts to increase its amounts, as did the corresponding month a year ago. Nevertheless, it will be seen that the total is very likely to be about equal to March, 1917, and to exceed the amount for any other March during the period included in the table. It is to be remembered, however, that costs are higher and that the amount of construction of one of the earlier years would now, in common parlance, "run into more money." Index figures have been compiled as carefully as the nature of the case would permit, for the general cost of construction for the years from 1913 on, and the figures for these years have been converted into the cost in 1918, or the present time. The results, in round numbers, are:

1913.....	\$ 94,000,000	1916.....	\$132,000,000
1914.....	89,000,000	1917.....	153,000,000
1915.....	118,000,000	1918.....	116,000,000

Average of the six years.....\$117,000,000

From this it appears that, even with the proper allowance made for increasing costs, contracts have been awarded during the first three weeks of the present month for such an amount (nearly \$97,000,000) that the entire month will undoubtedly present a total considerably above the average of recent years.

January Lumber Exports

The Department of Commerce has published figures showing the export of forest products in January, 1919, and comparisons with similar data for January, 1918. Some of these figures are summarized below:

Article—	1918	1919
Square timber.....	\$229,933	\$312,994
Round logs.....	45,358	7,718
Railroad ties.....	204,647	251,601
Gum lumber.....	106,124	107,622
Oak lumber.....	241,226	267,128
Yellow poplar.....	94,747	82,309
Doors, sash, and blinds.....	23,349	25,399
Wooden furniture.....	376,392	429,733
Tool handles.....	93,827	143,350
House finish.....	26,072	69,648

Total wood manufactures of all kinds.....\$6,184,216 \$9,182,481

Sale of Government Ships Advocated

In a speech delivered in New York on March 17, Edward N. Hurley advocated the sale at market prices of ships owned by the government. The United States now owns 555 ocean-going steel cargo ships aggregating 3,385,475 deadweight tons. In addition it has under contract 1,336 similar vessels of 9,275,006 deadweight tons. If our present program be carried out there will be under the American flag next year 16,732,700 deadweight tons of ocean-going steel cargo and passenger ships. This fleet will be the equivalent of almost half the merchant tonnage which plies the seas today under the flags of all nations combined. The government will own about 70 per cent of it.

Mr. Hurley announced that he was opposed to government ownership except as a last resort. Considerable opposition has developed to the proposal of selling the ships at less than cost.

Export Shipments Gradually Approaching Normal

The export trade in hardwoods has been very much hampered since the outbreak of the war, and the shippers, among whom the American Lumbermen's Association is very influential, have been unable to get the trade to the extent which it was in the pre-war period. The high ocean freight rates that prevail, a distinct impetus has been given to the movement, as is indicated by the statement for last February, which has just been received in Baltimore from the office where it is compiled. According to this statement the declared value and presumably the quantity of lumber also for the month is the largest that has been recorded in Baltimore for a long time, and really begins to make an approach to the totals that were recorded prior to the war. Of course, the current shipments are still a long way from what might be regarded as a normal business, but the foreign requirements seem to be asserting themselves, and there is offered very substantial indication that the trade will before very long get back to somewhere near the records made during the period when exports were not interfered with. To be sure, when considering declared values, the fact must be taken into account, in making comparisons with the pre-war period, that prices now are very much higher than they were then, and that the amount of money involved perhaps represents only about one-third to a half of the shipments which the same sum would have stood for in the early part of 1914, for instance. Fir, oak, poplar and spruce are all represented with substantial quantities on the report, while a big addition is supplied by the designation of "other lumber," with staves also being called for to an extent quite gratifying.

Little Prospect for Improved Logging Conditions

The Mississippi river at Memphis is now practically within its banks and all danger of serious flood conditions has passed for the present, much to the relief of hardwood lumber interests throughout the lower valley territory. The high water, which reached a stage of about thirty-eight feet, caused the overflow of all lands outside the levees but the only real interference with lumber interests came in the shape of the handicap imposed on those bringing in their logs by water. It was impossible for a number of days for boats and barges to make landings in this territory and this inability precluded bringing in logs by this means. With the recession of the water, however, towboats and barges used in the logging service have resumed operations. There is considerable timber to be brought in by river but the quantity is far lighter than normal for the reason that logging operations have been interfered with so seriously for the past twelve to fourteen weeks by the abnormally heavy rainfall throughout the southern hardwood producing area.

The railroads are bringing very few logs to mills at Memphis or to any other mill center in this part of the country, not because the carriers are not in position to handle them but because the logs are not offered for loading. The Valley Log Loading Company is operating only one of its log loading machines out of the five it usually has in commission and it is finding difficulty in keeping this one fully employed. The shortage of logs is the greatest in the memory of hardwood manufacturers here and the outlook is that it will be quite a long while before this shortage can be made good. George McSweeney, of the Memphis Band Mill Company, said recently that his firm closed down its plant at Memphis April 4 because of inability to get logs and intimated that it would probably be sixty days or more before there would be enough logs in sight to justify resumption of manufacturing in a large way. Many other firms in Memphis are having similar experience and production of hardwood lumber is far below the average for this time of the year. The weather has been a little more favorable during the past ten days and lumber interests are hopeful that the worst has been seen. The woods are still thoroughly soaked with water and it will take a long while for them to dry sufficiently to permit cutting and hauling timber even if there is no more precipitation. If further rainfall occurs, it will render extremely serious a situation that is already regarded as quite acute.

Regarding Mahogany Sales at Liverpool

Tickle, Bell & Co., Liverpool, England, advise that recent mahogany auction sales at Liverpool showed a slight decline in price. The opinion was expressed though that considering the cost of freight, handling, etc., the price will not be much lower, perhaps an average of two cents. Stocks held in government hands are now nearly cleared out and fresh woods are arriving in large quantities with bidding lively.

The following is a statement of mahogany sales in Liverpool as of March 12:

Mahogany	Logs	Feet	Prices—		pence	per	super	ft.
			Range	Average				
Grand Bassam....	41	68,310	9d to 1/5	10.28	pence	per	super	ft.
BENIN	59	27,767	8d to 11d	9.46	pence	per	super	ft.
Grand Bassam....	183	104,982	6d to 8d	6.65	pence	per	super	ft.
		(old and defective wood)						
Honduras	2,873	82,602						
		planks and boards	3d to 8d	5.28	pence	per	super	ft.
Grand Bassam....	22	19,597	8d to 1/3	10.75	pence	per	super	ft.
BENIN	626	411,856	8d to 1/7	10.37	pence	per	super	ft.
Grand Bassam....	482	530,425	8d to 1/5	9.0	pence	per	super	ft.
Also sold in LONDON on the 6th of March								
LAGOS	246	193,803	8d to 1/9	11%	pence	per	super	ft.
BENIN	169	79,896	8d to 1/3	10%	pence	per	super	ft.

The above prices are in English pence (1 penny=2 cents) per foot Liverpool mahogany measure, which averages fully 30% in favor of the purchaser, when compared with actual contents of logs.

Use of Wood for Fuel

The Forest Service has published a forty-page bulletin dealing with the use of wood for fuel in the United States. The subject is divided in two parts, the use of wood as fuel on farms, and that employed in villages, cities, and in factories. The total yearly demand for wood in this country may be placed at approximately one cord of 128 cubic feet for each person, or something more than 100,000,000 cords. The farms take nearly four-fifths of all. The average per farm, for the whole United States, is between 12 and 13 cords; but when averages for farms are worked out for different states some surprising results are shown. For example, the yearly average per farm in Arkansas, Mississippi, Alabama, Georgia, Tennessee, Kentucky, North Carolina, Virginia and West Virginia is 17 cords. But the average consumption per farm is less than six cords in the following northern states: North and South Dakota, Nebraska, Iowa, Kansas, Colorado, Utah, and New Jersey.

It might be assumed that the consumption of wood as fuel would be more in cold than in warm states, in the severe winters of the North than in the mild southern climate. Yet figures do not show that such is the case. Different reasons may be assigned to account for the apparent inconsistency. Wood is much cheaper in the southern than in the northern states, and that has something to do with totals. More coal is burned in the North than in the South, and that lessens the demand for wood. The wide, open fireplace is common in the South and rare in the North, and such fireplaces are wasteful. Alabama burnt more wood than any other state, and was followed, in the order named, by Georgia, Kentucky, Tennessee, Mississippi, and North Carolina. The states which used the smallest number of cords were Nevada, Rhode Island and Delaware.

Nevada is twice as large as Alabama, yet it would take 150 states like Nevada to use as much cordwood as Alabama. The cheapest cordwood in the United States is in Alabama, \$2 a cord; the dearest is in Nevada, \$7.

Hardwood News Notes

MISCELLANEOUS

The Davies County Planing Mill Company, Owensboro, Ky., is incorporating under the same name.

The headquarters of the Iatt Lumber Company of Alexandria, La., are now located at Colfax, La.

The capital stock of the Artman, Nichols & Cox Lumber Company, Grand Rapids, Mich., has been decreased from \$65,000 to \$25,000 and name changed to the E. C. Artman Lumber Company.

At New York, N. Y., the Sloane & Moller Woodworking Company has incorporated with \$250,000 capital; at Shreveport, La., the Southern Rim & Spoke Company, capital \$50,000; at Columbus, Ind., the Columbus Wood Turning Company, \$5000 capitalization.

The T. L. Horn Trunk Company, St. Louis, Mo., has sustained a loss by fire.

The American Housing Corporation recently began business at Wausau, Wis.

H. D. Swayze, McCrory, Ark., has been succeeded by the Arkmo Lumber Company, with headquarters at Little Rock.

The Cypress Tank Company has succeeded the Jennings Cypress Tank Company at Shreveport, La., and incorporated with a \$100,000 capital.

The Harley Hardwood Company has incorporated at Paris, Ark.

The Arkansas Veneer Company at Helena, Ark., has increased its capital stock to \$150,000.

The American Crate Corporation has incorporated at Richmond Hill, Va. Darius E. Becker, assistant manager of the New River Lumber Company, Cincinnati, O., died March 29, after a short illness. He was thirty-six years old.

The John M. Diver Lumber Company of Chatham, Ont., has opened an office at Detroit, Mich.

J. B. Montgomery, vice-president and secretary of the American Lumber & Manufacturing Company, Pittsburgh, Pa., has resigned and commenced business under the style of J. B. Montgomery & Co., in the same city.

The Dry-Kold Refrigerator Company, Niles, Mich., has increased its capital stock from \$56,000 to \$75,000.

The Sterling Furniture Company, Greensboro, N. C., has sustained a loss by fire.

The business heretofore carried on under the style of the Salem Hardwood Lumber Company, Salem, Ind., has been dissolved.

The Davis Lumber Company recently started its hardwood sawmill at Little Rock, Ark.

M. B. Wood and C. P. Moon have been appointed temporary receivers for the Eastern Shore Shipbuilding Corporation, Sharptown, Md.

Recent incorporations are: The Greenpoint Packing Box Company, Brooklyn, N. Y.; the Fort Smith Implement Company, Ft. Smith, Ark.; the Palafac Shipbuilding Company, Pensacola, Fla.; capital \$75,000; the Universal Manufacturing Corporation, Evansville, Ind., to manufacture

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SOUTHERN HARDWOODS

MEMPHIS, TENN.

MILLS
WISNER, LA.
MADISON, ARK.
CAPACITY
35,000,000 FEET PER ANNUM

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millwork and fixtures, capital \$75,000; the Columbus Wood Turning Company, Columbus, Ind., and the Schadd Manufacturing Company at Knoxville, Tenn.

The Johnston & Klare Manufacturing Company, Lawrenceburg, Ind., has increased its capital from \$10,000 to \$30,000.

The death is announced of William Bassett of Bassett Brothers, Madisonville, Ky.

The Washington Plow Company, Washington, Ind., has gone out of business.

The Pensacola Shipbuilding Company is reorganizing at Pensacola, Fla.

CHICAGO

Maurice W. Wiley, president of the Sterner Lumber Company, Philadelphia, Pa., was a Chicago visitor this week. He reports some improvements in the business situation, although delay in settling the peace and other features of the government has delayed matters somewhat.

Harry Sutton of the Twin City Hardwood Lumber Company, Minnesota Transfer, Minn., spent a day in Chicago this week. He reports things looking up somewhat, but the labor situation in the Northwest is interfering some with the progress of yard dealers and general building. It is his impression, however, that the thing will bear watching very closely, and probably a normal year's business will follow.

Harry B. Weiss of George C. Brown & Co., Memphis, spent a day in Chicago this week. The company started up its mill at Proctor, Ark., last Thursday, although the logging situation following the continuous rainfall since last November is really no better. The recent rainfall of something like nine inches, on top of the continuous rainfall, made the logging situation worse than if hampered by severe floods. There were some thirty-eight feet of water in the river last week, but having a fair run of logs at the mill the company is endeavoring to run part of the time until the weather situation clears up.

The Liberty Lumber & Mill Company, Chicago, has increased its capital stock from \$5000 to \$20,000.

The Fred A. Curtis Lumber Company recently began wholesaling hardwoods and dimension stock at 1530 Monadnock building, city.

The Ennis Hardwood Lumber Company has started a sawmill at Martinsville, Ill.

George N. Harder, president of the Rib Lake Lumber Company, Rib Lake, Wis., was East last week, attending a meeting of the board of directors of that company. Mr. Harder passed through Chicago on both trips.

Hugh McLean of the Hugh McLean Lumber Company, Buffalo, N. Y., spent a few days in Chicago last week.

J. R. North of the Wisconsin Lumber Company, Chicago, has gotten back from a trip South.

Joe Thompson of the Thompson-Katz Lumber Company, Memphis, Tenn., passed through Chicago on his return from Wausau, Wis.

BUFFALO

A legal conflict has been on in the courts here recently in the case of the government against the Silverthorne Lumber Company, North Tonawanda, accused of overbilling of lumber shipments to the railroads. Frederick W. Silverthorne, president of the company, was on April 1 found guilty of contempt of court by Judge Hazel and remanded to jail in the custody of the marshal. He had declined to turn over to the Federal grand jury the company's books, papers and documents on the ground that these might be incriminating. The company was fined \$250 for contempt of court and a bond of \$500 was ordered to guarantee the payment. Along with the above action comes a civil suit brought against the company by the Lehigh Valley Railroad Company for the government. This suit demands payment of \$31,000, alleging that the railroad had been defrauded of that amount through the overbilling of lumber shipments. The defendants are Mattie F., Asa K. and F. W. Silverthorne and James W. McConkey.

Buffalo is sparring just now over the problem of tall buildings, and

as usual the two factions are expressing small opinion of each other. One says that the limit of buildings to 150 feet high, as the common council proposes, would cripple the city's building industry; the other says that skyscrapers are for towns that have not the land and do not know any better. Buffalo's people do not wish to wander about at the bottom of a ravine in the way that New York and Chicago do. It rather looks, though, as if the highs have it, for the common council takes no final action and seems to be uncertain about the matter. The Buffalo Lumber Exchange took a fall out of the problem at its last meeting and did not agree any better than other people, so the situation stands at present.

Buffalo is to continue its protest against the deepening of the St. Lawrence river at American expense and will set forth to the commission before whom the matter is now pending, and to the country generally, the facilities and advantages afforded by the improved Erie canal, which now connects the Great Lakes with tidewater. New York state should be deeply interested in the threat against its prosperity, according to the best-informed canal men, and see to it that the many millions spent on the waterway are rewarded by results.

The value of buildings authorized in Rochester in March was \$182,842 greater than in the same month last year. From other cities of the state also come encouraging reports of increase in building activity, and less is being heard as to the oversupply of labor. The opening of the lakes and the farm season is expected to result in the further relief of the labor situation to a large extent.

PITTSBURGH

Architects and contractors all over the Pittsburgh district are doing their utmost to promote the building of a large number of houses this spring. So far very little encouragement has been offered along this line.

The Tophit-Ely Company at Washington, Pa., which is a big manufacturer of baby and doll carriages, let the contract last week for a \$60,000 addition to its plant. The company is now employing 200 people.

The Acorn Lumber Company reports hardwood business is very spotty. This is due largely to the falling off in mining demand.

At Greenville, Pa., the Art Cabinet Company is a new concern which will use a large amount of hardwood in the manufacture of phonograph cabinets, etc. The contract has been let for a plant and the company has arranged to make 20,000 cabinets for a Chicago concern.

J. N. Woollett, president of the Aberdeen Lumber Company, says that some concerns are coming into the market quite strongly for gum and cottonwood. He predicts that high prices are going to stay for the reason that actual production of these factories in the southwest has been away below normal for the past year.

Mayor E. V. Babcock of the Babcock Lumber Company is working overtime to put over the \$14,000,000 bond issue which is proposed for Pittsburgh. This will include a number of immense improvements and will make a splendid market for lumber throughout the year if it carries.

The Frampton-Foster Lumber Company is doing a splendid business in oak, but reports that medium and low-grade stock is a pretty hard seller.

BOSTON

Walter J. Barris, formerly with Lawrence & Wiggin and later conducting business on his own account, has joined forces with R. Garfield Fralick who was previously associated with Charles Holyoke of Charlestown, Mass. The new firm under the style of Barris-Fralick Lumber Company will conduct a general retail and wholesale business in Cambridge, Mass.

The Grogan Lumber Company has closed its office at 88 Broad street, Boston and its headquarters will be at 100 Arlington street, Charlestown where also a general stock of hardwood lumber will be carried.

The Bay State Builders Finish Company has been incorporated at Chelsea, Mass.

BALTIMORE

Among visiting lumbermen in Baltimore last week was E. Stringer Boggess, an exporter, who makes his headquarters at Clarksburg, W. Va., and who stopped here on the way to Philadelphia and New York to see about getting space for foreign shipments.

It is stated here that the Baltimore Sash and Door Company, which occupies an establishment on South Howard street, also operating a factory, will retire from business. According to report no more orders are being taken. The concern has been a factor in the trade here for a number of years, I. J. Miley being the general manager. It is controlled by interests in Cumberland, Md.

There is every indication that something like a building boom will be inaugurated before long under the pressure for additional housing accommodations which have been on the increase ever since the war activities attracted large numbers of people and swelled the population by many thousands, while construction work remained in abeyance. The declared value of new buildings for the erection of which permits were actually issued in March exceeds one million dollars, and applications calling for an expenditure of over \$800,000, actually filed, are yet to be passed upon.

Fire early on the morning of March 28 destroyed the lumber mill of

Southern Hardwoods

Well Manufactured from Good Timber

Unexcelled Quality and Service

For twenty-five years Paepcke Leicht quality hardwoods have satisfied the most exacting users in the wood-working industries of the United States, Canada and Europe.

Strict uniformity of inspection and quality year after year, with a truly superior service, have consistently kept old customers on our books.

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GREENVILLE, MISS.

Making Business for Dealers Who Sell **Long-Bell** Trade-Marked Lumber

Mr. Dealer, if you sell **Long-Bell** trade-marked lumber, our big national advertising campaign will help you satisfy and hold your customers and increase your sales. The combined circulation of the publications in which our advertisements appear is 7,500,000; the estimated number of readers is 37,000,000. Our advertising will impress readers with the fact that our lumber products bear this trade-mark—

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Readers are being told why our trade-mark stands for service and uniform high quality. They are being told about our capacity, ability and equipment to produce good lumber; our care in manufacture, grading, piling, drying, storage and shipment. And every advertisement carries this line, "Ask your dealer for **Long-Bell** brand."

Benefit by this advertising campaign by placing your orders for **Long-Bell** trade-marked lumber. If you now handle **Long-Bell** lumber, increase your stock of that brand and so increase your profits for 1919.

The Long-Bell Lumber Company

**R. A. Long Bldg.
Kansas City, Mo.**

Manufacturer of

SOUTHERN PINE, HARDWOOD, OAK FLOORING; CREOSOTED LUMBER, TIES, POSTS, POLES, PILING AND WOOD BLOCKS.



Harry L. Coffman, on North Prospect street, Hagerstown, Md., causing a loss of \$12,000, covered partly by insurance. The Moller organ works was damaged.

Roger B. Wood and Calvin P. Moon have been appointed receivers for the Eastern Shore Shipbuilding Company, a Delaware corporation, with a yard at Sharptown, Md. The receivers bonded in the sum of \$30,000.

COLUMBUS

The newly elected board of directors of the Columbus Lumbermen's Club met recently and elected the following officers; J. E. McNally, J. J. Snyder Lumber Company, president; A. T. Jones, E. J. Jones & Company, first vice-president; Edwin A. Prentice, Edwin A. Prentice Company, second vice-president and A. D. Rogers, secretary-treasurer.

Building operations in Columbus are becoming more active as is shown by the most recent report of the Columbus building department. According to the report the department issued 295 permits having a valuation of \$281,670 in March, 1919, as compared with 236 permits and a valuation of \$378,810 in March, 1918. For the first three months of the year the permits were 557 having a valuation of \$976,500 as compared with 366 permits and a valuation of \$615,835 for the corresponding period in 1918.

Papers have been filed increasing the authorized capital of the Cleveland Lumber Company, Cleveland, from \$25,000 to \$100,000.

General Disque, who was the head of the spruce production division of the U. S. Army recently visited Cincinnati where he stopped with his parents. He said that it would take at least two years to liquidate the affairs of the organization formed to produce spruce in the northwest.

Harry G. Allen, formerly of Matheny, Allen & Mounts has severed his connection to accept a position with the D. T. McKeithan Lumber Company, of Lumber, S. C. Robert L. Gilliam of Columbus is president of the company.

O. L. Dargis of New Orleans has been appointed Cincinnati representative of the Louisiana Red Cypress Company to succeed the late J. D. Farley.

Lieut. Morgan L. Stewart, recently discharged from the army after serving overseas in the tank corps, has been made treasurer of the Enterprise Lumber Company of Cincinnati.

The organization of the Great Lakes-Ohio River Barge Canal Association via Sandusky, Marion, Columbus, Chillicothe and Portsmouth was effected at a meeting held in Columbus recently, attended by representatives of business organizations along the proposed route. Henry A. Williams, president of the Columbus Chamber of Commerce was elected president and J. T. Daniels, secretary of the same organization will act as secretary. A vice-president will be selected from each of the zones through which the proposed route passes. These vice-presidents will select an executive committee to have charge of pushing the route before federal authorities.

R. W. Horton of the W. M. Ritter Lumber Company, reports a better demand for hardwoods, especially from manufacturers. Concerns making automobiles, implements and furniture are in the market. Retailers are also buying some but their orders are generally small. Prices are well maintained all along the line and prospects are bright.

The Prasse Lumber Company, Cleveland, has increased its authorized capital from \$50,000 to \$60,000.

F. D. McClure, Warren, is organizing a new concern to be known as the McClure Lumber Company, which will be located in that city. He was formerly connected with the Home Lumber Company, now known as the East Ohio Lumber Company.

A loss of \$10,000 was sustained recently by a fire at the Ward Lumber Co., Ironton.

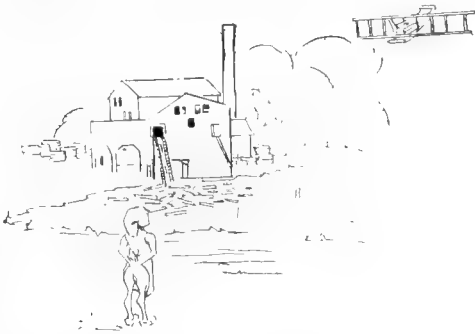
INDIANAPOLIS

Steadily improving business conditions throughout Indiana increase optimism regarding 1919 affairs, and the fear of trouble from unemployment has practically vanished through an actual shortage of labor appearing at many places throughout the state. The tone of improving business is reflected by conditions in Indianapolis, where in March 606 building permits were recorded with a valuation of \$529,314, bringing permits for the first quarter of 1919 to within a few thousand dollars of the average for that period during the last seven years and more than doubling the figures for 1918.

Governor Goodrich has announced the appointment of W. A. Guthrie, of Dupont, Ind., a timber man and member of the state board of forestry, and Stanley Coulter, dean of the science school of Purdue university and also a member of the state board of forestry, as the Republican members of the new state conservation commission created by the 1919 general assembly. John W. Holtzman of Indianapolis, a former mayor of the city, and R. M. Holman of Crawfordsville, professor of botany in Wabash college, are the Democratic members. The board has appointed Richard Lieber of Indianapolis as secretary of the commission, and will complete its organization in a short time. Mr. Lieber has long taken an active interest in the conservation of Indiana's timber resources.

The Anderson Investment Company of Anderson, an organization of real estate men, has increased its capitalization from \$50,000 to \$100,000 in order to begin immediately the construction of 100 houses in Anderson.

Showers Brothers Company, Bloomington, Ind., has completed plans for



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MANUFACTURERS AND WHOLESALERS
PITTSBURGH, PENNSYLVANIA

FIVE MILLS: Ten Million Feet on Sticks, Oak, Gum, Cypress, Cottonwood, Sycamore, Elm.

erecting immediately a \$300,000 addition to its large furniture plant, to be devoted to the manufacture of kitchen cabinets. The new buildings will be of brick and steel construction, similar to the most modern units of the plant.

Reports of Indiana incorporations are carrying an unusually large number of new building material and lumber firms throughout the state. Prominent features of these incorporations are the increase by the Huff-Stickler Lumber Company, South Bend, of its capital stock, from \$10,000 to \$200,000; the incorporation of the Rowlands Company, Ft. Wayne, furniture, for \$100,000; and the incorporation of the Gordon Furniture Company, Indianapolis, with \$50,000 capital.

E. C. Atkins & Co., Indianapolis, are finding in the coal shortage in Italy, Spain and other European countries, a decided boom for their foreign business, with a fair home demand growing steadily and promising a bright future. Maurice Cahne, European representative of the firm, with headquarters in Paris, is in Indianapolis, and in an interview here said: "In Europe the American to be a success must to a decided degree forget his livewiredness. Bustle and rush do not pay in Europe. The European business man does not act on an impulse, but gives every proposition close consideration. And he is different from the American business man in another way. The American will buy from me today and from you tomorrow. In Europe, once the business man there buys from you and your goods are all you represent them to be, your business with him is secure. Another thing America must learn in her export business—the European must see the goods he buys before he pays for them. Americans must give credit." Mr. Cahne says he has the brightest hopes for American exporters, declaring the opportunity of the nation's life is at hand.

EVANSVILLE

The Victory Liberty Loan campaign in Evansville and Vanderburg county will open April 21 and come to a close on May 10, and as on the previous campaigns lumber manufacturers of Evansville will take a leading part in the big drive. Henry C. Murphy, local newspaper publisher, is chairman of the sales department in the drive and many lumbermen have been named on committees to take part.

Louis Holtman of the Schnute-Holtman Lumber Company, who has been ill at his home here for several days past, is able to be out again.

Charles Johann of the Evansville Planing Mill Company has been elected president of a new bank here, known as the Farmers' and Merchants' Trust Company. The new institution will open for business on May 1.

The Carriage Woodstock Company, one of the largest wood working con-

cerns of Owensboro, Ky., has increased its capital stock from \$100,000 to \$500,000 and will greatly enlarge its business.

Daniel Wertz of Maley & Wertz is one of the stockholders in the Evansville Baseball Fans' Association that was formed a few weeks ago for the purpose of placing an Evansville ball team in the reorganized Three I Baseball League.

The Simpson Lumber Co., Poseyville, Ind., is erecting several buildings and sheds in its yards to increase the storage space. The company has been doing a very nice spring business.

The Showers Brothers Company, manufacturer of furniture, Bloomington, Ind., is erecting an addition that will cost about \$300,000 and will add kitchen cabinets to its line of manufactures.

Edmon V. Ervin, aged seventy-six, died a few days ago at his home at Franklin, Ind. He had been sick for some time. Mr. Ervin was a native of Marion county, Indiana, and with the exception of the time he was in the Union army during the Civil war spent his entire life in the Hoosier state. After the war Mr. Ervin located in Indianapolis, where he was associated with the H. C. Long Lumber Company for a number of years. In 1899 he went to Franklin and established the Ervin-Pittman Lumber Company and remained with this company until he retired from active business a few years ago. Mr. Ervin founded the Farmers' Trust Company at Franklin and for many years was one of the leading business men of that city. He was twice married and is survived by his widow and several children by his first marriage.

Work is progressing nicely on the new addition that is being built by the Wertz-Klamer Furniture Company. The Faultless Caster Company is making arrangements to build an addition this summer.

E. H. Hyman, who has held the position of secretary and manager of the Evansville Manufacturers' Association for the past year, has been chosen secretary of the Evansville Chamber of Commerce to take the place of Frank Albus, who resigned a short time ago to embark in business here. Mr. Hyman will continue to hold both positions and the headquarters of the two associations will be in the same building, although they will remain separate and distinct organizations.

Samuel L. May, president of the local Chamber of Commerce, has appointed several committees to arrange for the big industrial exposition that will be held here in October.

NASHVILLE

The committee which made a survey of the various state departments has determined to recommend the consolidation of the mining department and workshop and factory inspection, with the geological survey placed under the mining department as a special bureau. The committee will

also been and the establishment of a lumber industry, to be under the direction of the department of Agriculture.

The state board of administration, composed of Gov. A. H. Roberts, chairman; Hill McAllister and Lewis Pope, general manager recently met at the office of the governor to discuss various institutions of the state and fix basis of action. The board appointed Thos. E. Wilson of Cumberland county, a prominent timberman, to supervise the cutting and manufacture of the timber of Brushy mountain tract. It was decided that one mill would be started and if the plan proves profitable, three other mills will be put to work. It is estimated that there will be several million feet of first-class lumber manufactured from this tract, which is made up of virgin timber.

The Welch-Mallard Company, Nashville, is operating lumber and stave mills in middle Tennessee and in Arkansas and reports spring operations about normal.

The Smyrna Lumber Company, Smyrna, Tenn., is getting out considerable cedar stock in that section.

Hannibal S. Seagle, aged fifty-three, died at his home in Chattanooga recently. For many years Mr. Seagle had been engaged in the lumber business.

The Bon Air Lumber & Manufacturing Company, with offices in the Stahlman building, is developing some sawmill and timber properties on the Cumberland Plateau.

G. I. Frazier Company, lumber and stave manufacturer, has moved from the eighth floor to offices at 629-631 of the Stahlman building recently. Mr. Frazier has returned recently from Chicago and Middle West points.

D. S. Hutchison of the box department of the John B. Ransom & Company, reports business fair in packing boxes, but a little quiet in wire bound boxes, and veneer material somewhat out of proportion on price schedules. Mr. Hutchison was formerly in Kansas City and other box centers and is one of the best informed box men in the South.

A. L. Goldberg & Son have succeeded the old firm of Cohn & Goldberg, Nashville.

The National Body Company, Nashville, has been chartered with a capital stock of \$10,000 by H. C. Blackwood, S. G. Holland, J. H. Whaley, Stanley Horn, C. R. Wood and J. N. Moorehead.

The Cherokee Wood and Timber Company, Knoxville, has been chartered with a capital stock of \$50,000 by R. F. Calgan, T. G. McConnell, Chas. M. Seymour and others.

LOUISVILLE

The Wood-Mosaic Company has been operating full time at its mills at Louisville, New Albany, Cincinnati, O., and Jackson, Tenn., and at that is not accumulating any stock to speak of, as the market is so active that full production doesn't equal demand for some items.

The Louisville Point Lumber Company has been down for several weeks and reports making rapid progress in cleaning up stocks, but probably will not start the mill until better and cheaper logs are available than those now obtainable. Farmers are busy in the fields, well fixed financially, unposted on log markets and asking sky high prices.

At the last meeting of the Louisville Hardwood Club the Mengel Box Company was again taken into the club after an absence of several years. One or two additional members are in prospect. The members at this meeting discussed conditions freely, showing that orders were coming in nicely, but for small lots up to four or five cars for the most part. However, orders and inquiries are numerous, and light and often buying is entirely satisfactory.

Business with the Edward L. Davis Lumber Company has been holding up extremely well, as oak and ash have continued in big demand right along since the close of the war, and business has been if anything better than it was at that period, when it was very hard to locate requirements.

W. R. Willett of the W. R. Willett Lumber Company in discussing conditions now existing said: "Business is much better than it was last month, and we've been making considerable progress. We're feeling very much pleased with the way things are working out in both the hardwood and softwood departments, and feel that the reconstruction period has so far been very satisfactory."

Business with C. C. Mengel & Bro. Company is very active, as there is an excellent demand for mahogany and high-grade walnut in the musical instrument trade, both lumber and dimension stock moving well.

Harry Kline, Louisville Veneer Mills, is reporting nothing but good business for his plant, which has been operating at capacity for some weeks. D. E. Kline, head of the company, is expected back shortly from a trip to California.

In the death of Daniel Boone Logan of Bell county, Kentucky, at St. Petersburg, Fla., early in the month, Kentucky lost one of her most illustrious citizens, and Bell county lost her richest resident and largest coal and lumber operator. Mr. Logan made Kentucky history in the eighties when he cleaned out the famous Toller gang, which had been responsible for a reign of terror and lawlessness in Rowan county, resulting in the deaths of more than twenty men, two of whom were relatives of Mr. Logan. After being warned to leave the county he asked the governor for permission to organize a force to arrest and bring to justice certain members of the band. Being refused his request he personally armed a band of men,

which went into the county and cleaned out the leader and several of his henchmen. Over 1500 shots were fired in pitched battles from the hills. Rowan county has since made excellent progress.

The biggest timberland suit that has been filed in Kentucky in several years was filed at Frankfort on March 31 by almost one hundred heirs of Malcolm Hart of Virginia, this suit being in Federal court and against the Stearns Lumber & Coal Company, Intermountain Lumber & Coal Company and other operators owning 20,000 acres of timber and coal land in Harlan and Leslie counties on the North Fork of the Kentucky river. The suit also asks damages of \$500,000 and is based on a land grant made by the state of Virginia to Hart in 1787.

W. P. Brown & Sons Lumber Company report demand so good at this time that production is keeping merely a jump ahead of sales, which have been good on almost every item produced.

Harbey Miller, forty years of age, well-known eastern Kentucky lumber and coal operator, with important hardwood mills in the Whitesburg district, recently died of influenza, following a short illness. The remains were taken to his old home in Lee county for interment.

Louisville lumber interests are facing several forms of taxes in connection with a new licensing ordinance which has been introduced in the city council for the purpose of making up about \$600,000 in revenue which will be lost when prohibition becomes effective. Brokers will be licensed at the rate of \$50 annually, while manufacturers and salesmen will be licensed on a sliding scale, the former on the basis of number of employees. Almost every business interest and all professional men, merchants, etc., will be hit by the ordinance if passed as introduced.

The Pope-Caywood Lumber & Supply Company, Harlan, Ky., capital \$96,000, has been chartered by Jeff H. Rice, F. F. Caywood and J. M. Pope.

A. E. Norman, Jr., of the Norman Lumber Company, Louisville, reports that the demand for box shooks is not especially good just now, due to the general dullness in the box trade, and that some classes of poplar are hard to secure. However, the poplar business as a whole is good.

TEXAS

W. A. Priddie, Supreme Snark of Hoo-Hoo, has left with his family for a six weeks' stay on the Pacific coast. While Mr. Priddie is going largely for a rest, he will go up the coast from Los Angeles as far as Portland and stage a few concatenations.

The Neches Shipbuilding Company of Beaumont, has finally received a settlement from the Emergency Fleet Corporation which was very satisfactory, many Beaumont lumbermen being interested in the company. The firm had a contract with the government for the construction of six 3500-ton barges and had just completed the construction of four ways and placed orders for material when the fleet corporation canceled the contract. It is unofficially understood that the government allowed it a profit of 32 per cent on its \$100,000 capitalization.

J. T. Sullivan, formerly in charge of the Detroit branch of the Mowbray & Robinson Company, Cincinnati, has accepted the management of the hardwood department of the Beaumont Lumber Company and entered on his new duties April 1. Mr. Sullivan succeeds Rex H. Browne who recently embarked into the hardwood mill business.

Herschel E. Halskell, manager of the lumber department of Mayer & Loge, New York, has been spending several days in the Texas lumber belt looking over conditions and making a few purchases.

R. W. Deshon who represented the export firm of H. Cuejell & Co., Mobile, in Beaumont prior to the outbreak of the war, has returned to Beaumont after receiving his discharge from the army and will again enter into the export business. Mr. Deshon went through the campaign which resulted in the armistice.

B. B. Hall, general sales agent of the Texas Tram & Lumber Company, has spent two weeks visiting the northern and eastern consuming districts.

MILWAUKEE

Articles of incorporation have been filed in behalf of the United Wood Products Corporation, Chippewa Falls. The capital stock is \$75,000 and the object is to manufacture hardwood and similar products. The incorporators are J. J. Phalen, Frank Roach, William Hebert and Abe Juster.

The Bissell Lumber Company, Rhinelander, which took over the entire property of the Stolle Lumber & Veneer Company, centralized at Tripoli, within the past year, is making important improvements in the enlarging of the plant. Among the largest pieces of work is to double the capacity of the sawmill. The planing mill and veneer mills also are scheduled for extension and complete modernization.

The Automatic File & Index Company, 145 South Pearl street, Green Bay, will spend \$60,000 for additions and new equipment. The contract for the erection of new buildings has been awarded and work is now under way. The project is in charge of P. T. Benton, architect, Green Bay. M. Strobel is president and general manager of the company.

The P. B. Yates Machine Company, Beloit, formerly known as the Berlin Machine Works, surprised its employees on its latest pay day by inclosing in each pay envelope a check representing a bonus on 1918 earnings. The checks ranged from \$40 to \$125, and the aggregate amount of the distribution is said to have been approximately \$50,000.

The John Schroeder Lumber Company, Milwaukee and Ashland, is

RED GUM

100M' 4/4 No. 1 Com.
PLAIN

12M' 8/4 FAS
PLAIN

3M' 8/4 No. 1 Com.
PLAIN

100M' 4/4 No. 1 Com.
QUARTERED

15M' 8/4 FAS
QUARTERED

8M' 8/4 No. 1 Com.
QUARTERED

We have the above amounts on hand in dry stock, manufactured on our own band mills, and can make

PROMPT SHIPMENT

MILLER LUMBER CO.
MARIANNA, ARK.

erecting a two-story addition to its manufacturing plant at the foot of Walnut street, Milwaukee, which will be 30x50 feet in size, and with new equipment will cost about \$10,000.

The Badger Show Case Company, 138 North Pearl street, Green Bay, has awarded contracts for the erection of a two-story factory addition, 40x80 feet in size. Some new equipment and machinery will be required. J. Brickner is general manager.

Sawmills at Oconto, are looking forward to one of the most active seasons in recent years. The logging operations along the Oconto river during the past winter have been of liberal proportions, considering the unfavorable weather conditions most of the period, and the banks are piled high with hardwood, hemlock and other logs. Authorities predict that the season's sawing will amount to nearly 30,000,000 feet of logs.

The Blackmarr Machine Company, Bayfield, which some time ago perfected a powerful machine adapted for heavy hauling, log decking, hoisting, stump-pulling and similar purposes, has increased its capital stock from \$25,000 to \$50,000 to finance a quantity production of the machines by enlargement of the plant and facilities.

The North American Casket Company, recently organized at St. Paul, Minn., to manufacture coffins and caskets, has taken an option on a factory site at Fox Lake, Wis., according to reports from that city. Further details of the project have not been made public.

The Home Building Supply Company has been organized at Milwaukee with a capital stock of \$25,000 to engage in the manufacture of sash, doors, parlor frames and a variety of woodwork. The incorporators are Emil Kretlow, Martha Mueller and John Schneider.

The Appleton Hub & Spoke Company, Appleton, which lost its plant by fire on January 28, resumed operations in its new plant on April 1, only about sixty-five days having elapsed. The new factory was erected in record-breaking time and the equipment of the old plant was rehabilitated in short order because of the small damage to the machinery.

The Ellingson Lumber Company, Hawkins, has finished its woods work and in spite of unfavorable logging conditions was able to reach an input of more than 4,000,000 feet, largely hardwood, which will keep the mill busy until about August 1. The mill is now running day and night shifts. The record load hauled to the mill from the woods during the season was one containing eighty-seven logs, measuring between 7,000 and 8,000 feet. It was hauled on twelve-foot bunks.

The Anchor Ship Building Company, Washburn, organized about six months ago with \$500,000 capital, has broken ground for its new shipyard and shops on Chequamegon bay, Lake Superior. Wildmar Nicolayson, Duluth, Minn., who founded the company, has disposed of all inter-

ests and retired. George F. Morgan, Washburn, is now president and treasurer; W. C. Messinger, secretary, and M. H. Sprauge, G. B. Thompson, W. Gunn Smith and P. W. Trimborn, directors. Mr. Smith is general manager and Robert Curr, superintendent of yards.

The Bekkedal Lumber Company, Couderay, has fortified itself against a log shortage due to the poor logging season by providing its mill with about 1,000,000 feet of dry logs purchased from the Fountain-Campbell Lumber Company, Ladysmith. The entire purchase has been hauled to the Couderay mill with steam haulers, and with the logs being brought from the three Bekkedal camps, will keep the mill busy until late in the fall.

The American Auto Body Company, North Milwaukee, recently made defendant in involuntary bankruptcy proceedings, has filed a voluntary petition, giving its assets at \$44,626 and its liabilities at \$34,180. The H. F. Below Lumber Company, Stanley, has a claim of \$1,188. The assets include a claim of \$3,200 against the government on account of loss incurred on goods manufactured.

The Willow River Lumber Company, Hayward, one of the most important hardwood interests in northern Wisconsin, placed its big mill in operation during the last week in March and expects to maintain a capacity schedule until fall. The company has determined to conduct logging operations during the entire summer to make up at least in part for the relatively small input during the fall and winter months. The company reports the supply of labor has become plentiful and it has now been able to procure all the men it requires.

The Farmers Company, Reedsburg, one of the largest dealers in railroad ties in central Wisconsin, reports this spring was one of the best seasons in years in respect to the supply of ties. During the last spell of good sleighing ties were hauled to Reedsburg at the rate of 700 a day. On one day 883 ties arrived. The supply of red oak ties has been more liberal than in past years because the price paid for them is nearly as much as for white oak. The company this year is paying 82 cents each for red oak and 92 cents each for white oak, with peeled material bringing 3 cents more.

New construction activities in Milwaukee are expanding rapidly and furnishing much encouragement to dealers and manufacturers. During March, 362 permits, valued at \$1,138,108, were issued, which is about three times the record of March, 1918, when 188 permits, valued at \$445,911, were issued.

The American Horse Toy Company, Oconomowoc, is the style under which the new toy and novelty works established by Herman Meister, formerly of Milwaukee, will be conducted. The plant has been com-



**LIGNUM VITAE BOXWOOD
SNAKEWOOD**

We handle all TROPICAL HARDWOODS

**EBONY
ROSEWOOD COCO BOLO**

**C. H. PEARSON
29 BROADWAY NEW YORK CITY**

**VESTAL LUMBER
& MFG. COMPANY**

INCORPORATED

**Soft Textured Oak
Poplar**

Black Walnut

Tenn. Red Cedar

KNOXVILLE, TENNESSEE

BAND MILLS AT VESTAL

A SUBURB OF KNOXVILLE

FONDE, KY.

pleted and operations are now in full swing. The principal product is collapsible rocking horses. Mr. Meister is president; Samuel Edgerton, secretary, and Chester Whiting, vice-president and treasurer.

Richard O'Gorman, for more than fifty years associated with the Menominee River Lumber Company, Marinette, died at his home in that city on April 2 at the age of seventy-six years. His death marks the passing of one of the few remaining pioneers of the Menominee river logging and lumbering industries.

William C. Schumann, secretary-treasurer of the J. H. O'Melia Lumber Company, Rhinelander, and his wife, Grace, died of influenza within six hours of each other on March 25. Both were taken suddenly ill while on a visit to Merrill, Wis., on March 17. Mr. and Mrs. Schumann were each thirty years of age and are survived by a little son.

The Hardwood Market

CHICAGO

Chicago lumbermen are showing considerable pleasure over the apparent increase in building in Chicago. Records indicate permits issued during March aggregating practically a normal figure. Of course, with the higher cost of construction these figures do not necessarily represent so great an amount as would be involved under normal costs, but the main point is that building is coming rapidly back to the foreground in all forms, and the advantage that has already been gained will be followed up in every possible way and building will be stimulated accordingly.

The bulk of the present structures is of a nature not necessarily using a large proportion of hardwood. Regardless of this, though, the actual total of hardwood marketed in these new structures will be considerable. On the other hand greater interest is being manifested in dwelling construction. In fact, the absolute non-existence of housing facilities is forcing many people to consider immediate construction of homes as it is apparent that the renting situation will not ease up for the next year or two at least. Landlords, particularly those engaged in the speculative end of the business, are seemingly realizing that their net profits under present conditions are greater than under normal conditions of supply when vacancies and concessions and other evils of the renting business materially reduced revenue from building investments.

When it becomes fully known that present costs cannot go much lower, it may be expected that the building work will open up with a rush.

BUFFALO

The hardwood demand is better than for a number of weeks. The trade had been dragging for a long time but now seems to have gotten out of the rut, and manufacturers are taking a variety of woods. Inquiries are coming in from industries which have been quiet for a good while and some demand is also being received for export. An improved demand is noted in the building trade also, though this is still far from normal.

Among the woods most in demand are plain and quartered oak, maple, poplar, birch, cypress and red gum. Indications point to quite a revival of the buying in the furniture trade and gum is going to be used to a large extent this year. Prices on gum have had some advance, but are regarded as favorable to extensive business, as compared with some of the higher-priced woods. Poplar has been scarce for some time and is one of the strongest woods in the list. Cypress is also holding strong with supplies below normal, it is said.

The building situation is gradually improving, with the permits showing an increase each month over the month preceding. March permits ran ahead of those of a year ago.

PITTSBURGH

Hardwoods have been hit very badly the past month by the price cutters. Medium and low-grade stock was especially hard put to maintain quotations, due largely to the falling off in demand for mining material. Coal mining operations have slumped very badly since March 1 and only one-half as much coal was mined in March in this district as in February. Manufacturing and industrial trade last month did not come in sufficient amount to fill in this cavity and as a result all medium and low-grade stock went begging. On the other hand high-grade stock, especially oak, was a good seller and brought big prices. Hardwood mills in some places are shutting down because they are piling up stocks, while in other places the high cost of production has caused them to stop manufacturing. Retail trade in hardwoods is very poor. Purchasing agents of corporations are doing little buying.

BOSTON

The market for hardwoods in New England has not returned to anything like pre-war conditions; a relatively small amount of the former car movement from the South and West has been resumed and much of this is in part-car lots. The yards are especially sparing and cautious in purchasing. While the present state of trade cannot be termed favorable, there seems to be a confident undercurrent of opinion that business is going to adjust itself to the market instead of the market to business.

The theory of most of the dealers is that the pressure of a long period of meager supply, the tendency toward expansion and the efforts to force employment will all lead to a recognition of the current values as normal rather than former standards which it will consequently be useless to expect to return.

BALTIMORE

The market for hardwoods has been rather uneventful in the main during the last two weeks, with the number of orders by no means large, and a distinct tendency to hesitate in evidence. Buyers are not disposed to place orders for stocks other than they have immediate use for. They are entirely willing to pay the current figures for what they may need, but even moderate concessions will fail to bring out any anticipation of wants. The general situation is apparently regarded as too uncertain to encourage provision for future requirements, so that the sellers never have very much business in sight. Possibly, also, the users of hardwoods find themselves with larger stocks on hand than they expected when they entered the market rather freely early in the year under the belief, perhaps, that the revival, after the end of the war, would be far more rapid than it has proved to be. Perhaps the deliberation shown is brought about by a combination of causes, but there is evidently no room for doubt that a material slowing up has occurred, with the sellers, among them the mills, fairly confident and with the level of values maintained in a manner rather at variance with the indifferent inquiry. No important recessions are to be noted in any division of the trade. Neither can it be said that advances have taken place. Expectations that the movement would be downward have not so far been realized, and it is already shown that the readjustment will be far more gradual than many hardwood men have calculated, making it unlikely that the process will be productive of real unsettlement or disturbance. Stocks held in the yards here are adequate for all needs likely to arise now, but information is also forthcoming from the producers that the assortments at the mills do not exceed very moderate proportions. The market is surprisingly free from pressure, with no signs now that a decided change may be looked for in the near future. The hopes of exporters, that they would presently be able to participate extensively in the shipments abroad have not yet been realized, except to a very limited extent, but even in this direction there are some signs that the impediments which have so far held back the movement will be raised and some progress toward a restoration of pre-war conditions made.

COLUMBUS

There is a decided improvement to the hardwood trade in central Ohio territory. Buying is on a better scale and inquiries are much more numerous. Every indication points to a better feeling in hardwood circles and there is an expectancy of an increase in the volume of business in the future. Everyone engaged in the business is very much encouraged over the outlook.

The best buying is done by implement, vehicle and furniture factories, which are fairly busy and are in the market for hardwood stocks. Box factories are also good purchasers. The policy followed by factories is to buy for the immediate future only. Retailers are buying in limited quantities. Retail stocks are fairly good and dealers generally are loath to increase them under present conditions.

Shipments are coming out promptly. Transit cars are not numerous although a few are found on the market. Prices are generally firm at the levels which have prevailed for some time. In fact there is a distinct tendency to advance some of the quotations. Quartered and plain oak are both in good demand. Considerable business in poplar is reported, especially for the lower grades. Basswood and ash are moving well.

CINCINNATI

There is no perceptible change in the hardwood market. Inquiries for hardwood continue to come in good volume though dealers report that stocks on hand at all mills are lower than thirty days ago. Production still remains below normal, but more favorable conditions are looked for soon. Oak flooring is in better demand and prices on all quartered oak have advanced. Buyers seem disposed to hold back in the hope that hardwood prices will come down, but according to dealers the general outlook now indicates an increase in prices rather than a decrease.

EVANSVILLE

There has been some improvement in trade with the hardwood lumber manufacturers of Evansville and southern Indiana during the past two weeks, and manufacturers believe that business will remain fairly good during the entire year and that there will be no general reduction in prices. Hardwood mills that have been closed part time during the past two months owing to their inability to get logs are starting up again. While log prices are high, the supply is better than it has been for some time. Manufacturers report a good many orders and inquiries and that most of the orders received have been for immediate shipment. The demand for quartered white oak and several other grades is firm. Walnut is rather slow. Maple and elm only are fair. Cottonwood is being generally used by box manufacturers. Quartered sycamore remains fairly good. Gum is in better demand. Hickory has been scarce for several weeks and carriage manufacturers are having a hard time getting what they need. Collections are good. There has been a general improvement in trade conditions in the towns in the tri-state territory during the past month. Most of the large

Plain & Qtd. Red & White OAK AND OTHER HARDWOODS

Even Color

Soft Texture

MADE **(MR)** RIGHT

OAK FLOORING

We have 35,000,000 feet dry stock—all of our own manufacture, from our own timber grown in Eastern Kentucky.

PROMPT SHIPMENTS

The MOWBRAY & ROBINSON CO.

(INCORPORATED)

CINCINNATI, OHIO

5/8 LUMBER

When you want 5/8 lumber remember that we specialize in this thickness in all kinds of woods. This is all sawed from the log—not resawed—and shows good widths and lengths. We offer the following for prompt shipment:

80,000 5/8 1s & 2s Plain White Oak
40,000 5/8 Selects Plain White Oak
50,000 5/8 No. 1 Com. Plain Wh. Oak
40,000 5/8 No. 2 Com. Plain Wh. Oak
90,000 5/8 Com. & Btr. Sap Gum
15,000 5/8 Com. & Better Red Gum
20,000 5/8 1s & 2s Poplar
90,000 5/8 No. 1 Common Poplar
90,000 5/8 No. 2 Common Poplar

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List and Prices*

NORTH VERNON LUMBER CO.

NORTH VERNON, IND.

ASH

We manufacture a splendid quality of White, firm textured, Louisiana ASH, in thicknesses 1 to 3 inch.

Sound, Square-Edge Oak Plank
TIMBERS

ALSO
Gum Cottonwood Elm Pecan
WIDTHS, LENGTHS AND GRADES TO PLEASE

Pelican Lumber Company
MOUND, LOUISIANA

Here's Something Unusually Good

MAPLE

12/4" 2 & Better..... 24,000 feet
10/4" 2 & Better..... 150,000 feet

ELM

6/4" 3 & Better..... 30,000 feet
8/4" 3 & Better..... 40,000 feet
12/4" 3 & Better..... 25,000 feet

BIRCH

4/4" 3 & Better..... 80,000 feet

The above stock is of a fine quality,—the best in the land. We also carry a complete stock of Hemlock of all sizes and lengths up to 20 ft., in good shipping condition.

Salling Hanson Company
GRAYLING, MICHIGAN

The Tegge Lumber Co.

High Grade
Northern and Southern
Hardwoods and Mahogany

Specialties
OAK, MAPLE, CYPRESS, POPLAR
Milwaukee, Wisconsin

wood consuming factories here are being operated on steady time. Furniture and chair manufacturers report that indications point to a good live trade in the South and Southwest. Veneer manufacturers are reporting an active trade and some of the mills are getting about all the orders that they can handle promptly. Building operations are picking up nicely. There is a great deal of remodeling and repairing of old property here.

INDIANAPOLIS

Hardwood stock is not moving fast in this vicinity and prices are holding steady. Dealers report steady inquiries for hardwoods and the volume of smaller business is maintaining the market in a satisfactory condition. Unusually slow deliveries of logs is one of the principal factors in holding prices, and there is no immediate prospect of an improvement in log deliveries. The mildest winter in Indiana for many years kept the woods too wet for logging operations following a year when war conditions made it impossible to meet the demand for logs at any time. Building material men continue in the opinion there will be little or no reduction in prices, but a state wide "own a home" campaign, with public building projects amounting to more than \$9,000,000, already is creating a very favorable condition and promises to bring a big building business for 1919. Governor James P. Goodrich issued a statement this week based on reports from the state council of defense, saying that Indiana's 1919 building program will amount to more than \$20,000,000.

MEMPHIS

Owing to the shortage of logs and the reduced output and owing to the increased rate at which hardwood lumber is being sold and shipped, stocks are showing further decrease in southern hardwoods. This applies to practically all items, and yard and mill holdings are reported very much broken. The greatest shortage is in quarter sawn white oak, quartered red gum and No. 1 common cottonwood. Demand for all these is excellent and offerings are quite restricted as measured by the demand therefor. There is also a notable shortage of No. 1 common gum, which is wanted in large quantities by box manufacturers and other interests. Cypress is coming into increased prominence and constitutes one of the items moving with much greater rapidity than recently. Log run elm, too, is much wanted and quite a bit of this is moving. Ash is in very good demand for No. 2 common and better and occupies a quite healthy position.

Prices are generally well maintained. There is a tendency in some quarters to make concessions for the purpose of moving stock immediately. But those pursuing this policy appear to be in a hopeless minority. The majority are either holding prices at the recent current level or are actually advancing them because of the improving demand and because of the growing scarcity of stock. Sales and shipments are measurably larger than the quantity of lumber going on sticks and it is expected that the tendency of stocks to grow less will continue a pronounced feature of the situation for an almost indefinite period, certainly until logging conditions have vastly improved and there has been a heavy increase in the quantity of timber available for the mills. Hardwood manufacturers generally are emphasizing the fact that labor and other cost elements are still quite high and that this fact, coupled with the scarcity of logs and the very poor outlook for an adequate supply of timber, makes any cutting of prices not only unnecessary but actually foolish. They also point out that, if lumber is sold at concessions now, it cannot be replaced without involving actual loss and this is just what the majority are seeking to avoid.

"There are more buyers in the market now than at any time since the armistice was signed," said a prominent millman recently. "They have heard of so much shortage of stocks that they are coming down to make an investigation. What they are learning about the shortage of supplies, both actual and prospective, is convincing them of the wisdom of acting quickly. As a result, sales are being made on a constantly increasing scale and there is less quibbling on the subject of prices than heretofore. We are actually advancing ours."

NASHVILLE

Hardwoods along the Cumberland hold their own. Spring and summer building prospects here are fair. It is thought the powder plant at Hadley's Bend will be used for an arsenal or some large utility. The trade in first class oak, poplar, cedar products and walnut is fairly active. Along the Cumberland river spring rains are bringing in some logs that were quite scarce for awhile. Dimension stock, box industries and hardwood flooring are active. Business in the smaller cities is brisk. New residences, hotels, schools, churches and some business institutions portend activity.

LOUISVILLE

Prices are strong to stronger and demand for hardwoods generally good. Production in the far South has been very low, due to wet woods, high and scarce logs, and with the southern mills operating on a slow bell, such mills as have been able to run full have been able to sell production. The demand is for almost all grades and thicknesses in every wood, a little of everything selling. Poplar is one of the very best bets on the market, while plain and quartered oak are in very heavy demand, and so scarce that some of the manufacturers are jobbing stock to cover orders. Hickory and ash are very good, and gum is picking up. Box boards are in good demand in gum, while hickory is moving to the bending plants, and ash is in demand from the auto trade. Furniture demand is fair, but

not what it should be at this season. The musical instrument trade is the one best bet at this time, and is buying very freely. It is claimed that America will produce more musical instruments this year than at any previous time in her history, and present buying indicates that this report is true. Walnut is in fair demand and big supply. Many manufacturers were long on war logs and are cutting such logs into commercial lumber, but endeavoring to make low grades sell high ones. Veneers are very active, especially the higher grades, for which there is a ready market, resulting in plants operating time and capacity.

BEAUMONT

After dropping off \$3, gum has regained \$1 and it is expected that this single item in hardwood to take a tumble will fully recover within the next few days. In fact, a large number of mills and wholesalers failed to meet the cut and continued to quote at old prices, which they are doing at present. With this exception, the market has been steady with an average movement.

There has been a phenomenal increase in local building operations and reports state that the same condition prevails throughout the state in a lesser degree. The quick return to normal conditions in Beaumont is largely due to the fact that the ship yards, oil refineries and sawmills made this section extremely prosperous during the war period. Only in the ship building industry has there been a slight let-up in this activity.

The most promising feature of the present building activity is the fact that people are beginning work on larger projects and others have started construction of high-grade residences which will call for hardwood floors and interior finishings.

The rapid development in the west Texas oil fields is creating a big demand for rig timbers, experienced operators preferring hardwood for this purpose on account of longer life. The action of this extensive field indicates that all the wells will be pumping propositions for several years to come, which means an enormous amount of rig timbers, power foundations, etc.

There has been an increase in the number of inquiries for hickory and wholesalers state that furniture factories are trying to pick up spot bargains. Few of these are available, however, and they will have to enter the open market at an early date if they expect to get any great amount of material. While labor conditions have improved, another heavy rain throughout the Texas and Louisiana hardwood belt has set the mills back several days in their logging operations.

MILWAUKEE

Woodworking industries devoted principally to converting hardwood lumber into finished products such as musical instruments, furniture, fine interior woodwork and the like are increasing their requirements of raw material in a manner that is most gratifying and encouraging to the hardwood trade. Manufacturers and wholesalers are well pleased with the character of buying and look to see wholesome expansion of business from now on. Trade is coming to assume the volume of pre-war days with the result that the feeling is growing better every day.

So far as Wisconsin itself is concerned, the rapid expansion of the cabinet industry is a source of much satisfaction to producers and manufacturers of hardwoods. In this phase of the business, the phonograph or talking machine industry is by far the most active. Veneer mills throughout Wisconsin are keeping practically as busy as during the hey-day of war time to fill demands from this industry. The piano and furniture industries likewise are active and growing more so all the time.

While the past logging season was one of the most unfavorable in recent years, hardwood mills are satisfied that they will succeed in reaching a fairly large output during the sawing season both to meet current consumptive demands and replenish their stocks, which are being worked down readily at this time.

DETROIT

The demand for hardwoods in this territory has appreciably strengthened during the past month. With renewed activity in residence building, the demand for interior finishings has shown a material change for the better. Dealers are ordering on a larger scale than earlier in the year though with a hesitation largely due to developments expected shortly in the decision between lumber manufacturers and the government in price adjustments.

Although there is little expectation here that prices will be altered in any material degree, the belief is general that with an understanding definitely established, business will move with much more freedom. Under the present situation dealers and woodworkers have been buying chiefly for immediate needs, with no inclination to stock for future trade.

The building outlook here is much more promising and the volume under construction and in the offices of the architects is increasing each week. Automobile concerns and furniture manufacturers are increasing their stocks though with the same reluctance shown by the yards. Labor conditions have improved until there is very little if any surplus over the normal condition. The weather has been more favorable for outside building and contractors are taking advantage of conditions to rush work under way as rapidly as possible.

Prices remain firm for the better grades of hardwoods with demand strongest for interiors.

WE WANT TO SELL For QUICK SHIPMENT

100 M' 6/4" No. 1 Com. & Btr Birch
50 M' 6/4" No. 2 Com. Birch
50 M' 6/4" No. 3 Com. Birch
100 M' 6/4" No. 1 Com. & Btr. Hard Maple
(6" & wider)
50 M' 6/4" No. 3 Com. Hard Maple
100 M' 8/4" No. 2 Com. & Btr. Hard Maple

Send us your inquiries for
NORTHERN HARDWOODS and HEMLOCK

Wheeler-Timlin Lumber Co.
WAUSAU, WISCONSIN

WE MANUFACTURE bandsawed, plain and quarter sawed WHITE and RED OAK and YELLOW POPLAR

We make a specialty of Oak and Hickory Implementation, Wagon and Vehicle Stock in the rough

Your Inquiries Solicited

ARLINGTON LUMBER CO., Arlington, Kentucky

Wistar, Underhill & Nixon

PHILADELPHIA, PENNSYLVANIA

Manufacturers of CYPRESS and GUM

QUALITY is remembered long after price is forgotten. When desiring quality write us.

A Few Dry Items Now Ready

1 car 4/4 No. 1 Com. & Bet. Red Gum
1 car 4/4 FAS Sap Gum 6" & wider
1 car 5/4 FAS Plain Red Oak
1 car 5/4 FAS Qrtd. Red Oak
1 car 4/4 FAS Qrtd. Red Oak, 10" & w.
1 car 4/4 FAS Qrtd. Sycamore

J. V. Stimson & Co.
OWENSBORO KENTUCKY

SATISFACTORY
SERVICE

CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

For one insertion.....25c a line
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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

LUMBER WANTED

MANUFACTURERS TAKE NOTICE

We are always in the market for hardwoods and white pine. Please mail us your price and stock lists.

R. H. CATLIN CO.,
Equitable Building, WILMINGTON, DEL.

EVERY FREIGHT RATE AT A GLANCE

The General Lumber Tariff (385 pages) shows at a glance the freight rates from every producing point to every consuming point. Price, including regular supplements, Weekly Traffic Letter, and free Advisory Service, \$20.00 per year. Write us for the tariff on ten days' free trial. Return at our expense if unsatisfactory.

THE LUMBERMEN'S BUREAU
807 Munsey Building, Washington, D. C.

LUMBER WANTED

THE DAILY BULLETINS of the Lumbermen's Bureau, 809 Munsey Bldg., Washington, D. C., contain rush inquiries for all character of lumber from responsible commercial buyers; also from government departments. Write for free sample bulletins.

ACTUAL SELLING PRICES

Actual current wholesale selling price, f. o. b. all the principal markets, on all grades and sizes of Hardwoods, Southern Yellow Pine and North Carolina Pine, with a comprehensive market review and forecast, are published monthly by the Lumbermen's Bureau, 809 Munsey Building, Washington, D. C. Write for sample copy.

WANTED—ORDERS FOR

10 cars green Beech cut from prime logs to order. J. H. WILDER, Aurora, Ind.

WANTED—LOG RUN ASH

Green from the saw. Will take mixed cars all thicknesses and grades. Will send inspector to your mill. Terms spot cash. Write with prices D. K. JEFFRIS LUMBER COMPANY, 626 Lumber Exchange Bldg., Chicago, Ill.

WANTED—4/4 CHERRY

100,000—No. 1 and No. 2 Common
150,000—No. 3 Common

THE CARROM COMPANY, Ludington, Mich.

We Want to Buy for Cash HARDWOODS

—AND— WHITE PINE

BUTZ LUMBER COMPANY
I. O. O. F. Building WILMINGTON, DEL.

WANTED

A company which has been selling lumber in the European market for many years wants to get in touch with responsible manufacturers who make and ship good grades in all kinds of hardwoods, also dimension stock and veneers. Address, "BOX 42," care HARDWOOD RECORD.

A WELL-KNOWN RESPONSIBLE

Firm with organized office and sales force would like to contract with band mill to market output on percentage basis. Address, "BOX 27," care HARDWOOD RECORD.

LUMBER FOR SALE

BIRCH LUMBER

When you are buying

BIRCH

consult us. We have it

JONES HARDWOOD COMPANY
10 High Street BOSTON, MASS.

ALFRED P. BUCKLEY

Lumber Commission

704 N. 20th St., Philadelphia, Pa.

I shall be pleased to mail sheets containing extensive list of hardwoods now in various places, ready to load and ship. Prices are stated in most cases. Kindly write me.

NO. 2 COMMON MAPLE

Several cars 4/4 and thicker, band sawn, West Va., hard and soft, piled separately. Also few cars No. 1 Common and Better—all thicknesses. All shipments direct from mill. THE ATLAS LUMBER COMPANY, Cincinnati, O.

FOR SALE—BASSWOOD

4/4 No. 1 and No. 2 common, 2 cars 6/4 No. 1 common. Can dress and resaw, if desired. WALTER C. MANSFIELD, Menominee, Mich.

DIMENSION STOCK WANTED

WANTED—OAK, HICKORY, ASH

2' to 10 ft. long and 2" to 3" thick for use in wagons and auto. Buy in carload lots and pay cash. Address, "BOX 36," care HARDWOOD RECORD.

WANTED HICKORY RIM STRIPS

10 cars 1½x1½ and 1½x1½, 6 & 7 ft. long. Clear stock for bending. Prompt cash. Write for prices to J. H. WILDER, Aurora, Indiana.

WANTED—10 CARS HICKORY SPOKE

Billets or Hickory squares 1¼x1¼ to 1½x1½, 24" long. Prompt cash. Write for prices. J. H. WILDER, Aurora, Indiana.

LOGS WANTED

WANTED—CHERRY LOGS

WARREN ROSS LUMBER CO., Jamestown, N. Y.

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 12" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Piqua, Ohio.

WE WANT TO BUY YOUR

Cherry and Black Walnut Logs, especially the Cherry Logs.

THE CHERRY LUMBER COMPANY,
Cincinnati, O.

VENEERS FOR SALE

OHIO VENEER COMPANY

Manufacturers & Importers

FOREIGN VENEERS

2624-34 COLERAIN AVENUE
CINCINNATI, OHIO

MACHINERY FOR SALE

FOR SALE

Electric power plant, now on skids at Redwine, Kentucky, can ship quick. Recently overhauled and is in perfect working order. Price, \$8,750, f. o. b. cars Redwine, Ky., sight draft and B/L attached. Can be inspected any time.

1 General Electric Curtis Turbo Unit, consisting of:

Generator: 1-750 K. W. General Electric vertical, 3 phase, 60 cycle, 2300 or 440 volts, 1800 R. P. M.

Turbine: 750 K. W. condensing (550) K. W. non-condensing Curtis vertical, 1800 R. P. M. 150 lbs. steam pressure at throttle, 28" vacuum.

Above complete with all piping equipment.

No condenser equipment.

LENOX SAW MILL CO., Lenox, Ky.

EMPLOYES WANTED

WANTED LIVE WIRE

To take active interest in small chair factory with little capital. Address, "BOX 20," care HARDWOOD RECORD.

WANTED

Large eastern hardwood concern has fine opening for young man experienced, to assist in purchasing department. Address, "BOX 44," care HARDWOOD RECORD.

WANTED

Hardwood lumber buyer and inspector acquainted in Arkansas, Mississippi and Alabama section. State, in first letter, experience and salary expected. Address, "BOX 41," care HARDWOOD RECORD.

LOCAL REPRESENTATIVES WANTED

The Lumbermen's Bureau, Munsey building, Washington, D. C., desires to secure immediately additional representatives at the following points who can forward orders on a commission basis and make reports on market conditions and prices for a fixed sum and build up an income themselves; Chicago, St. Louis, Memphis, Cincinnati, New Orleans, Jacksonville, Houston, San Francisco, Seattle, Portland, St. Paul, New York, Philadelphia, Boston, Baltimore, Mobile, Pensacola, Norfolk, Savannah.

WANTED—MANAGER

Export sales company conducting general export business has opening for capable man to take charge lumber department. Practical experience and established connections a requisite. References and particulars necessary to pass on application requested in first letter. Address, "BOX 40," care HARDWOOD RECORD.

EMPLOYMENT WANTED**WANTED POSITION—COLLEGE**

Graduate, eight yrs. lbr. experience East & West on hard and soft woods. Inspector of rgh. lbr., finished mfg. products and veneers. Sales experience. At present Senior U. S. Inspector connected Bureau of Aircraft Production. Age 32. Address, "BOX 39," care HARDWOOD RECORD.

POSITION WANTED

Young man with ten years' experience in the lumber business inspecting, buying, selling and

correspondent, is open for a connection with good hardwood firm. If you have an opening address, "BOX 43," care HARDWOOD RECORD, for further particulars.

BUSINESS OPPORTUNITIES**LUMBER CORPORATION JUST FORMED**

To sell hardwood lumber in Great Britain and on the Continent would like to form a connection with one or two reliable firms operating band mills to have exclusive selling rights of their lumber on the European market. Would like to make connections with firms handling Gum,

Poplar, Cypress and Plain and Quartered White Oak. Company has ample capital and principals have had several years' experience in the export trade and are practical men. One of the principals will leave for Europe within the next 3 or 4 weeks, but before sailing would visit any firms that would be interested in making connection of this kind. Address, "BOX 38," with full particulars, care HARDWOOD RECORD.

TEN TO TWO HUNDRED MILLION

As desired, Hemlock and Hardwood, Northern Wisconsin or Michigan. Manufacturers wanted. No commission. Address, INDUSTRIAL COMMISSIONER SOO LINE, Minneapolis, Minn.

HARDWOODS FOR SALE**ASH**

NO. 1 C., white, 8/4", reg. wdth. & lgth., 18 mos. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 3 C., brown, 4/4 & 5/4, reg. wdth. & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

FAS, 3/4 & 1/2", reg. wdths. & lgths., 6 mos dry; FAS, 3/4", 10" & up, reg. lgths., 6 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 & BTR., black, 5/4 & 8/4", good wdths., 8-16", 1 yr. dry. JONES HARDWOOD CO., Boston, Mass.

NO. 1 C. 4/4-8/4". MALEY & WERTZ, Evansville, Ind.

NO. 2 C. & NO. 3 C., both 4/4", reg. wdth. & lgth., 6 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. & BTR., 4/4 & 8/4". PENROD-JURDEN COMPANY, Memphis, Tenn.

FAS, brown, 4/4 & 5/4", 6-9", good lgths., 6 mos. dry; FAS, brown, 4/4 & 5/4", 10" & up, good lgths., 6 mos. dry; NO. 1 C., brown, 4/4", good wdths. & lgths., 6 mos. dry. T. SULLIVAN & CO., Buffalo, N. Y.

NO. 1 C. & NO. 2 C., 6/4 & 8/4"; SD. WORMY 5/4"; ONE FACE CLEAR, SHORTS 8/4", 10/4" & 12/4", 3" & up. THOMPSON-KATZ LUMBER CO., Memphis, Tenn.

FAS 5/4", 10" & up; NO. 1 C. 5/4". WELSH LUMBER CO., Memphis, Tenn.

FAS 12/4", 12" & wider, 60% 14-16", 11 mos. dry; NO. 1 C. 6/4 & 8/4", reg. wdth. & lgth., 6-10 mos. dry; NO. 2 C. 4/4", reg. wdth. & lgth., 6 mos. dry; NO. 2 C. 8/4", reg. wdth. & lgth., 10 mos. dry. JOHN M. WOODS LUMBER CO., Memphis, Tenn.

BASSWOOD

FAS, 5/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C. & BTR., 10/4, 7", reg. lgth.; NO. 2 C. & BTR., 4/4, reg. wdth. & lgth., 10 mos. dry. EAST JORDAN LBR. CO., East Jordan, Mich.

FAS 10/4", 1 yr. dry. G. ELIAS & BRO., Buffalo, N. Y.

COM. & BTR., white, 5/4", reg. wdths. & lgths., 4 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 2 C. & BTR., 4/4 & 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. 4/4"; NO. 2 C. 6/4"; NO. 3 C. 5/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 & 2 C. 4/4, 4 & 5"; ALL grades 4/4, 5/4 & 6/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

BEECH

NO. 2 C. & BTR., 6/4"; NO. 3 C. 4/4 & 6/4", both reg. wdth. & lgth., 10 mos. dry. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 5/4", 6/4, 8/4 & 10/4"; NO. 3 C., 5/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4-8/4". MALEY & WERTZ, Evansville, Ind.

LOG RUN 10/4". WELSH LUMBER CO., Memphis, Tenn.

BIRCH

FAS, sap, 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

SEL., sap, 4/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

NO. 2 C. & BTR., 5/4", reg. wdth. & lgth., 11 mos. dry, full log run. EAST JORDAN LUMBER CO., East Jordan, Mich.

NO. 2 C. & BTR., 4/4, 5/4, 6/4, 8/4 & 10/4". JACKSON & TINDLE, Grand Rapids, Mich.

NO. 1 C. & BTR., 6/4", good wdths., 8-16", 1 yr. dry; CLR. FACE, 6/4", 6 & 7", 8-16", 1 yr. dry; NO. 1 & BTR., 10/4", wide all in, 8-16", 1 yr. dry; unsel. for color. JONES HARDWOOD CO., Boston, Mass.

NO. 2 C. 4/4 & 6/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

PILED on grade 4/4, 5/4, 6/4 & 8/4". STEARNS & CULVER LUMBER CO., L'Anse, Mich.

FAS 4/4-16/4", 6" & up, std. lgth., 1-2 yrs. dry; NO. 1 C. 4/4", 4" & up, std. lgth., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

BUTTERNUT

COM. & BTR., 4/4", reg. wdth. & lgth., 10 mos. dry. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

NO. 1 C. 4/4", good wdths., 14-16", 2 yrs. dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 4/4-8/4", reg. wdth. & lgth., 1-2 yrs. dry. BLAKESLEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 4/4", 8" & up, 8' & up. HOFFMAN BROS. CO., Ft. Wayne, Ind.

NO. 1 C. & BTR., 4/4", reg. wdth. & lgth., 4-12 mos. dry. WOOD-MOSAIC CO., New Albany, Ind.

CHESTNUT

FAS, 4/4", reg. wdth. & lgth., 1 yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COTTONWOOD

NO. 1 & PANEL, 4/4", 18" & up. ANDERSON-TULLY CO., Memphis, Tenn.

BOX BDS., 4/4", 9-12", 40% 11-12"; FAS 4/4", 6-12". ABERDEEN LUMBER CO., Pittsburgh, Pa.

PANEL & NO. 1, 4/4", 18" & up; ALL grades 4/4, 12/4 & 16/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

CYPRESS

FAS, 8/4"; SEL., 4/4, 5/4, 6/4 & 8/4"; SHOP & BTR., 10/4 & 12/4"; NO. 1 SHOP, 4/4, 5/4, 6/4, 8/4 & 12/4"; PECKY, 4/4, 5/4, 6/4 & 8/4". ANDERSON-TULLY CO., Memphis, Tenn.

SHOP, NO. 1 C. & NO. 2 C., 5/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

SEL., 8/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER CO., Buffalo, N. Y.

COM. 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 4 mos. dry; FAS, SEL., and NO. 1 SHOP, all 4/4, 5/4, 6/4 & 8/4", ran. wdth. & lgth., 6 mos. dry, straight or mixed cars. CORNELIUS LUMBER CO., St. Louis, Mo.

NO. 1 & 2 C. 4/4", 4" & up, 10-16", 8 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

SEL. & BTR., 12/4". WELSH LUMBER CO., Memphis, Tenn.

NO. 1 SHOP & BTR., 4/4-16/4", reg. wdths., std. lgths., 1-2 yrs. dry. YEAGER LUMBER CO., Buffalo, N. Y.

ELM—SOFT

NO. 2 C. & BTR., Southern, 8/4", reg. wdth. & lgth., 8 mos. dry. BARR HOLADAY LUMBER CO., Greenfield, Ohio.

LOG RUN, 6/4". BLISS-COOK OAK CO., Blissville, Ark.

LOG RUN 6/4, 8/4 & 12/4", reg. wdth. & lgth., 8 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

LOG RUN 4/4, 6/4, 8/4 & 12/4". GEO. C. BROWN & CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., yr. dry. BUFFALO HARDWOOD LUMBER COMPANY, Buffalo, N. Y.

FAS 8/4", 18 mos. dry. G. ELIAS & BRO., INC., Buffalo, N. Y.

ALL grades 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

LOG RUN 12/4", reg. wdth. & lgth., 1 yr. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

NO. 2 & BTR., 4/4, 8/4, 10/4 & 12/4". JACKSON & TINDLE, Grand Rapids, Mich.

LOG RUN 4/4, 5/4, 6/4 & 8/4", 6" & up, 10-16", 6 mos. dry. P. J. LAWRENCE LUMBER CO., St. Louis, Mo.

LOG RUN 4/4", 16/4". MALEY & WERTZ, Evansville, Ind.

NO. 3 C., 4/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

NO. 1 & BTR., 5/4 & 6/4", good wdths. & lgths., 3-12 mos. dry. T. SULLIVAN & CO., Buffalo, N. Y.

NO. 2 C. & BTR., 6/4, 10/4 & 12/4". BEDNA YOUNG LUMBER CO., Greensburg, Ind.

ELM—ROCK

NO. 2 & BTR., NO. 2 C. & NO. 3 C. all 8/4". MASON-DONALDSON LUMBER CO., Rhinelander, Wis.

GUM—SAP

BOX BDS., 4/4", 9-12 and 13-17"; FAS & NO. 3 C., 4/4"; NO. 1 C. & SEL. & NO. 2 C., 4/4, 5/4 & 6/4". ABERDEEN LUMBER CO., Pittsburgh, Pa.

FAS, 4/4, 5/4, 6/4". ANDERSON-TULLY CO., Memphis, Tenn.

NO. 2 C. & BTR., 3/4-8/4"; QTD. SAP, 5/4-8/4". BELGRADE LUMBER CO., Memphis, Tenn.

FAS, 4/4"; NO. 1 C., 4/4"; NO. 1 & 2 C., 6/4". BLISS-COOK OAK CO., Blissville, Ark.

NO. 1 C., NO. 2 C. & NO. 3 C., all 4/4", reg. wdth. & lgth., 6 mos. dry. BROWN LAND & LUMBER CO., Memphis, Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry. CORNELIUS LUMBER CO., St. Louis, Mo.

ALL grades, Pl. & Qtd., 4/4, 6/4 & 8/4". GEO. C. EHEMANN & CO., Memphis, Tenn.

BOX BDS., 4/4", 13-17", 12-16", 1 yr. dry, band sawn. GOODLANDER-ROBERTSON LUMBER CO., Memphis, Tenn.

FAS & NO. 1 C. & SEL., 4/4", 8 mos. dry. NATCHEZ LUMBER CO., Natchez, Miss.

NO. 2 C. 5/8", reg. wdth. & lgth., 4 mos. dry. NORTH VERNON LUMBER CO., North Vernon, Ind.

NO. 1 C. & NO. 2 C. 4/4". RUSSE & BURGESS, INC., Memphis, Tenn.

HARDWOODS FOR SALE

GUM—PLAIN RED

FAS 4 1/4": NO. 1 C. & SEL., 4/4 & 5/4".
ABERDEEN LUMBER CO., Pittsburgh, Pa.
FAS, NO. 1 C., 4/4, 5/4, 6/4". ANDERSON-
TULLY CO., Memphis, Tenn.
NO. 1 C. & BTR., 4/4-8/4". BELLGRADE
LUMBER CO., Memphis, Tenn.
NO. 1 C., 4/4". BLISS-COOK OAK CO.,
Blissville, Ark.
NO. 1 C. 4/4", reg. wdth. & lgth., 6 mos. dry.
BARR HOLIDAY LUMBER CO., Greenfield,
Ohio.
NO. 1 C. 4/4", reg. wdth. & lgth., 8 mos. dry.
BROWN LAND & LUMBER CO., Memphis,
Tenn.

ALL grades, 4/4, 5/4, 6/4, 8/4, 4 mos. dry.
CORNELIUS LUMBER CO., St. Louis, Mo.
FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4, 6/4 &
8/4", 4" & up, 10-16", 6 mos. dry. P. J. LAW-
RENCE LUMBER CO., St. Louis, Mo.
FAS & NO. 1 C., 5/8", reg. wdth. & lgth., 4
mos. dry. NORTH VERNON LUMBER CO.,
North Vernon, Ind.
NO. 1 C. 4/4". RUSSE & BURGESS, INC.,
Memphis, Tenn.

GUM—QUARTERED RED

FAS, 6/4", std. wdth. & lgth., 6 mos. dry.
ABERDEEN LUMBER CO., Pittsburgh, Pa.
NO. 1 C. 4/4 & 8/4", reg. wdth. & lgth., 10
mos. dry. BARR-HOLIDAY LUMBER CO.,
Greenfield, Ohio.
NO. 1 C. & BTR., 4/4-10/4". BELLGRADE
LUMBER CO., Memphis, Tenn.
ALL grades 4/4, 6/4 & 8/4". GEO. C. EHE-
MANN & CO., Memphis, Tenn.
FAS 8/4", 6" & wider, 10-16", 15 mos. dry,
band sawn; NO. 1 C. 8/4", 3" & wider, reg.
lgth., 15 mos. dry, band sawn. GOODLANDER-
ROBERTSON LUMBER CO., Memphis, Tenn.
FAS 8/4"; NO. 1 C. 4/4". RUSSE &
BURGESS, INC., Memphis, Tenn.

GUM—TUPELO

FAS, NO. 1 C. & NO. 2 C. 4/4, 5/4, 6/4 & 8/4",
4" & up, 10-16", 6 mos. dry. P. J. LAWRENCE
LUMBER CO., St. Louis, Mo.

GUM—MISCELLANEOUS

BOX BDS., 4/4", 8-12" & 13-17", reg. lgth., 8
mos. dry. BROWN LAND & LUMBER CO.,
Memphis, Tenn.
FAS, NO. 1 C. & NO. 2 C., 4/4, 5/4, 6/4 &
8/4", 4" & up, 10-16", 6 mos. dry. P. J. LAW-
RENCE LUMBER CO., St. Louis, Mo.
NO. 3 C. 4/4". RUSSE & BURGESS, INC.,
Memphis, Tenn.
BOX BDS., 4/4", 9-12" & 13-17"; NO. 1 &
PANEL, 4/4", 18" & up. BEDNA YOUNG
LUMBER CO., Greensburg, Ind.

HICKORY

LOG RUN 6/4-16/4". MALEY & WERTZ,
Evansville, Ind.

MAHOGANY

ALL grades HONDURAS, 4/4-8/4", good
wdth. & lgth., 6 mos. dry. KOSSE, SHOE &
SCHLEYER CO., Cincinnati, Ohio.

MAPLE—HARD

FAS 5/4": NO. 1 C. & BTR., 10/4", both good
wdths., 14-16", 2 yrs. dry. ATLANTIC LUM-
BER CO., Buffalo, N. Y.
NO. 1 C. & BTR., 4/4 & 5/4", reg. wdth. &
lgth., sap two sides, 8 mos. dry. BLAKESLEE,
PERRIN & DARLING, Buffalo, N. Y.
FAS, 8/4", reg. wdth. & lgth., 1 yr. dry.
BUFFALO HARDWOOD LUMBER CO., Buf-
falo, N. Y.
ALL grades, all thicknesses, reg. wdth. &
lgth., 6-12 mos. dry. EAST JORDAN LUMBER
CO., East Jordan, Mich.
FAS 5/4", 1 yr. dry. G. ELIAS & BRO., INC.,
Buffalo, N. Y.
NO. 2 C. & BTR., 4/4-16/4"; NO. 3 C. 4/4 &
5/4". JACKSON & TINDLE, Grand Rapids,
Mich.
NO. 2 C., 5/4", good wdths. & lgth., dry.
JONES HARDWOOD CO., Boston, Mass.
NO. 1 C. & BTR., 12/4". MALEY & WERTZ,
Evansville, Ind.
NO. 1 C. 5/4"; NO. 2 C., 5/4, 6/4 & 8/4".
MASON-DONALDSON LUMBER CO., Rhine-
lander, Wis.

ALL grades 8/4"; NO. 1 C. & BTR., 5/4".
STEARNES & CULVER LUMBER CO., L'Anse,
Mich.

NO. 3 C., 5/4, 6/4 & 8/4", 4" & wider, 6-16", 1
yr. dry; NO. 2 & BTR., 5/4 & 6/4", 4" & wider,
6-16", 1 yr. dry; NO. 2 & BTR., 8/4", 4" & wdr.,
8-16", 18 mos. dry; NO. 1 & BTR., 6/4", 6" &
wdr., 8-16", 1 yr. dry; NO. 3 C., 4/4", 3" &
wdr., 6-16", 1 yr. dry. WHEELER-TIMLIN
CO., Wausau, Wis.

COM. & BTR., 8/4", reg. wdth. & lgth., 3-6
mos. dry. WOOD MOSAIC CO., New Albany,
Ind.

FAS, 4/4-16/4", 6" & up, and NO. 1 C., 4/4-
16/4", 4" & up, both std. lgth., 1-2 yrs. dry.
YEAGER LUMBER CO., Buffalo, N. Y.

MAPLE—SOFT

LOG RUN, 4/4 & 16/4". GEO. C. BROWN &
CO., Memphis, Tenn.

FAS, 8/4", 2 yrs. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

NO. 2 & BTR., 8/4". JACKSON & TINDLE,
Grand Rapids, Mich.

LOG RUN, 4/4, 6/4 & 8/4", 4" & up, 10-16", 6
mos. dry. P. J. LAWRENCE LUMBER CO.,
St. Louis, Mo.

NO. 2 C. & BTR., 6/4". MASON-DONALD-
SON LUMBER CO., Rhinelander, Wis.

OAK—PLAIN RED

FAS, 4/4 & 10/4": NO. 3 C., 4/4"; NO. 1 C. &
SEL., 8/4 & 10/4". ABERDEEN LUMBER
CO., Pittsburgh, Pa.

NO. 1 C., 4/4", reg. wdth. & lgth., 6 mos. dry.
BARR-HOLIDAY LUMBER CO., Greenfield,
Ohio.

NO. 2 C., 3/4-8/4". BELLGRADE LUMBER
CO., Memphis, Tenn.

FAS, 10/4", reg. wdth. & lgth., dry. BLAKES-
LEE, PERRIN & DARLING, Buffalo, N. Y.

FAS, 5/4, 11" & up, 10' & up, 1 yr. dry.
HOFFMAN BROS. CO., Ft. Wayne, Ind.

ALL grades, 5/4-12/4". MALEY & WERTZ,
Evansville, Ind.

FAS & NO. 1 C., 5/4", reg. wdth. & lgth., 5
mos. dry; FAS, 4/4", 12" & wdr., reg. lgth., 6
mos. dry. NORTH VERNON LUMBER CO.,
North Vernon, Ind.

NO. 1 C. & NO. 2 C., 4/4". RUSSE & BUR-
GESS, INC., Memphis, Tenn.

FAS, 4/4", reg. wdth. & lgth., 4-12 mos. dry;
NO. 1 C. & BTR., 6/4 & 8/4", fine wdths., reg.
lgths., 4-12 mos. dry. WOOD-MOSAIC CO.,
New Albany, Ind.

OAK—QUARTERED RED

FAS, 4/4". BLISS-COOK OAK CO., Bliss-
ville, Ark.

ALL grades 5/4-8/4". MALEY & WERTZ,
Evansville, Ind.

OAK—PLAIN WHITE

NO. 1 C., 4/4", reg. wdth. & lgth., 6 mos. dry.
BARR-HOLIDAY LUMBER CO., Greenfield,
Ohio.

NO. 2 C. & BTR., 4/4", 8/4". BELLGRADE
LUMBER CO., Memphis, Tenn.

NO. 1 C., 4/4", reg. wdth. & lgth., 1-2 yrs. dry.
BLAKESLEE, PERRIN & DARLING, Buffalo,
N. Y.

NO. 1 C. & 2 C., 4/4". BLISS-COOK OAK
CO., Blissville, Ark.

FAS, 10/4", reg. wdth. & lgth., 1 yr. dry.
BUFFALO HARDWOOD LUMBER CO., Buf-
falo, N. Y.

FAS, 3/4", 10 mos. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

ALL grades, 4/4-12/4". MALEY & WERTZ,
Evansville, Ind.

NO. 1 C. & SEL., 4/4, 7 mos. dry. NATCHEZ
LUMBER CO., Natchez, Miss.

NO. 2 C., 5/4", reg. wdth. & lgth., 5 mos. dry.
NORTH VERNON LUMBER CO., North Ver-
non, Ind.

NO. 2 C., 4/4". RUSSE & BURGESS, INC.,
Memphis, Tenn.

OAK—QUARTERED WHITE

NO. 1 C. 4/4" & up. BLISS-COOK OAK
CO., Blissville, Ark.

FAS, 4/4", reg. wdth. & lgth., 4 mos. & over
dry; STRIPS, 4/4", 2 1/2"-5 1/2", reg. lgth., 6 mos.
dry; BCKG. BDS., 3/4-5/4", reg. wdth. & lgth.,
6-12 mos. dry. HOFFMAN BROS. CO., Ft.
Wayne, Ind.

FAS, 4/4", 6" & up, good lgth., 5 mos. dry., all
wide in. KOSSE, SHOE & SCHLEYER, Cin-
cinnati, Ohio.

ALL grades 5/4-10/4". MALEY & WERTZ,
Evansville, Ind.

NO. 1 C. & NO. 2 C., 4/4, reg. wdth. & lgth.,
4-12 mos. dry. WOOD-MOSAIC CO., New Al-
bany, Ind.

SD. WORMY, 4/4". BEDNA YOUNG LUM-
BER CO., Greensburg, Ind.

OAK—MISCELLANEOUS

FAS, R. & W., 4/4", good wdths., 14-16", 2 yrs.
dry. ATLANTIC LUMBER CO., Buffalo, N. Y.

COM. & BTR., mixed, 4/4", reg. wdth. &
lgth., 10 mos. dry. BARR-HOLIDAY LUM-
BER CO., Greenfield, Ohio.

NO. 3 C. & BTR., 3/4 & 4/4"; SD. WORMY,
4/4". BELLGRADE LUMBER CO., Memphis,
Tenn.

NO. 2 C. & BTR., 12/4 & 16/4", reg. wdth. &
lgth., 8 mos. dry. BROWN LAND & LUMBER
CO., Memphis, Tenn.

NO. 3 C., mixed, 4/4 & 6/4". GEO. C.
BROWN, & CO., Memphis, Tenn.

ALL grades R. & W., 4/4", 4 mos. dry. COR-
NELIUS LUMBER CO., St. Louis, Mo.

NO. 1 C., 5/4". GEO. C. EHEMANN & CO.,
Memphis, Tenn.

NO. 1 C. & BTR., 10/4 & 12/4, reg. wdth. &
lgth., 8-10 mos. dry, band sawn. GOOD-
LANDER-ROBERTSON LUMBER CO., Mem-
phis, Tenn.

FAS, NO. 1 C. & NO. 2 C., 4/4, 6/4 & 8/4", 6"
& up, 10-16", 6 mos. dry. P. J. LAWRENCE
LUMBER CO., St. Louis, Mo.

NO. 1 C. & BTR. SD. WORMY, 4/4". RUSSE
& BURGESS, INC., Memphis, Tenn.

NO. 1 C. & BTR., 4/4-16/4", reg. wdth., std.
lgth., 1-2 yrs. dry. YEAGER LUMBER CO.,
Buffalo, N. Y.

NO. 1 & NO. 2 C., Pl. R. & W., 4/4. BEDNA
YOUNG LUMBER CO., Greensburg, Ind.

POPLAR

NO. 1 C., 8/4", good wdths., 14-16", 2 yrs. dry.
ATLANTIC LUMBER CO., Buffalo, N. Y.

NO. 1 C., 6/4", 2 yrs. dry. G. ELIAS & BRO.,
INC., Buffalo, N. Y.

NO. 2 C., 4/4 & 8/4", reg. wdth. & lgth., 6 mos.
dry, well mfg. GOODLANDER-ROBERTSON
LUMBER CO., Memphis, Tenn.

LOG RUN, 4/4, 6/4 & 8/4", 6" & up, 10-16", 6
mos. dry. P. J. LAWRENCE LUMBER CO.,
St. Louis, Mo.

ALL grades, 5/4-16/4". MALEY & WERTZ,
Evansville, Ind.

FAS, S. n. d., 6/4", 6 mos. dry; NO. 2 C., 4/4,
6/4 & 8/4", 7 mos. dry. NATCHEZ LUMBER
CO., Natchez, Miss.

NO. 2 C., 5/4", reg. wdth. & lgth., 4 mos. dry.
NORTH VERNON LUMBER CO., North Ver-
non, Ind.

SAP & BTR. & NO. 2 C., 8/4"; NO. 1 C., 4/4
& 8/4". WELSH LUMBER CO., Memphis,
Tenn.

NO. 1 C. & BTR., 5/4-16/4", reg. wdths., std.
lgths., 1 to 2 yrs. dry. YEAGER LUMBER CO.,
Buffalo, N. Y.

SYCAMORE

LOG RUN, 4/4, 5/4 & 10/4", reg. wdth. &
lgth. GEO. C. EHEMANN & CO., Memphis,
Tenn.

WALNUT

NO. 2 C. 4/4", reg. wdth. & lgth. BLAKES-
LEE, PERRIN & DARLING, Buffalo, N. Y.

NO. 1 C., 4/4", 18 mos. dry. G. ELIAS &
BRO., INC., Buffalo, N. Y.

FAS & NO. 1 C., 4/4", reg. wdth. & lgth., 6
mos. dry. HOFFMAN BROS. CO., Ft. Wayne,
Ind.

NO. 1 C., 4/4". MALEY & WERTZ, Evans-
ville, Ind.

ALL grades and thicknesses, reg. wdth. &
lgth., dry. KOSSE, SHOE & SCHLEYER CO.,
Cincinnati, Ohio.

MISCELLANEOUS

NO. 3 C., gum, elm, hackberry, 6/4"; nice car
of mixed wood. GEO. C. EHEMANN & CO.,
Memphis, Tenn.

Advertisers' Directory

NORTHERN HARDWOODS.

Atlantic Lumber Co., Buffalo...	4
Barnaby, Charles H.....	7
Blakeslee, Perrin & Darling...	4
Buffalo Hardwood Lumber Co...	4
Cobbs & Mitchell, Inc.....	3
Coppock, S. P., Lumber Co....	
Crim, C. M., & Son.....	7
East Jordan Lumber Co.....	50
Elias, G., & Bro.....	4
Evansville Band Mill Company.	
Gill-Andrews Lumber Company	16
Hoffman Bros. Company.....	7-29
Jackson & Tindle.....	
Jones Hardwood Co.....	46
Kneeland-Bigelow Co., The....	3
Kosse, Shoe & Schleyer Co., The	
Maley & Wertz.....	
Mason-Donaldson Lumber Co..	
McIlvain, J., Gibson, & Co.....	2
McLean, Hugh, Lumber Co....	4
Miller, Sturm & Miller.....	4
Mitchell Bros. Co.....	3
Mowbray & Robinson Co.....	7-43
North Vernon Lumber Co.....	43
Palmer & Parker Co.....	
Salling, Hanson Co.....	44
Standard Hardwood Lumber Co.	4
Stearns & Culver Lumber Co..	6
Stimson, J. V.....	7-52
Sullivan, T., & Co.....	4
Swain-Roach Lumber Co.....	7
Taylor & Crate.....	4
Tegge Lumber Co.....	44
Von Platen Lumber Company...	6
Wheeler-Timlin Lumber Co....	45
Willson Bros. Lumber Company	6
Wistar, Underhill & Nixon....	45
Wood-Mosaic Company.....	7
Yeager Lumber Company, Inc..	4
Young, Bedna, Lumber Co.....	
Young, W. D., & Co.....	3

OAK.

See Lists of Manufacturers on page	7
Evans, G. H., Lumber Co.....	
Long-Bell Lumber Co.....	7-38
Mowbray & Robinson Co.....	7-43

POPLAR.

Anderson-Tully Co.	2-7-11
Arlington Lumber Company....	7-45

RED GUM.

Anderson-Tully Co.	2-7-11
Baker-Matthews Lumber Co...	10
Barr-Holaday Lumber Co.....	14
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Bonner, J. H., & Sons.....	7-13
Brown, Geo. C., & Co.....	12
Brown & Hackney, Inc.....	7-13
Brown Land & Lumber Co.....	10
Brown, W. P., Sons Lumber Company	
Carrier Lbr. & Mfg. Co.....	15

Darnell-Love Lumber Co.....	14
Ehemann, Geo. C., & Co.....	12
Evans, G. H., Lumber Co.....	
Ferguson & Palmer Company..	10
Gayoso Lumber Company.....	11
Goodlander - Robertson Lumber Company	7-12
Hendrick, E. L., Lumber Co....	14
Kellogg Lumber Company.....	12
Kraetzer-Cured Lumber Co....	15
Lamb-Fish Lumber Co.....	7-14
Memphis Band Mill Co.....	7-12
Miller Lumber Company.....	7-41
Natchez Lumber Co.....	15
Paepcke-Leicht Lumber Co....	37
Penrod-Jurden Company	11
Pritchard-Wheeler Lbr. Co..	7-11-35
Russe & Burgess, Inc.....	11
Sondheimer, E., Co.....	11
Stark, James E., & Co.....	10
Stimson, J. V.....	7-52
Stimson Veneer & Lumber Co..	10
Tallahatchie Lumber Co.....	15
Thane Lumber Co.....	10
Thompson-Katz Lumber Co....	12
Three States Lumber Co.....	7-52
Welsh Lumber Co.....	10

SOUTHERN HARDWOODS.

Aberdeen Lumber Co.....	39
Anderson-Tully Co.	2-7-11
Arlington Lumber Company....	7-45
Atlantic Lumber Co., Buffalo...	4
Baker-Matthews Lumber Co...	10
Barr-Holaday Lumber Co.....	14
Bellgrade Lumber Company....	11
Bliss-Cook Oak Company.....	7-16
Blakeslee, Perrin & Darling...	4
Bonner, J. H., & Sons.....	7-13
Brown, Geo. C., & Co.....	12
Brown Land & Lumber Co.....	10
Brown, W. P., & Sons Lbr. Co..	
Brown & Hackney, Inc.....	13
Buffalo Hardwood Lumber Co..	4
Butz Lumber Company....	46
Carrier Lbr. & Mfg. Co.....	15
Catlin, R. H., Company.....	46
Cornelius Lumber Company....	
Darnell-Love Lumber Co.....	14
Davis, Edw. L., Lumber Co....	
Dudley Lumber Company.....	11
Ehemann, Geo. C., & Co.....	12
Elias, G., & Bro.....	4
Evans, G. H., Lumber Co.....	
Ferguson & Palmer Company....	10
Gayoso Lumber Company.....	11
Goodlander - Robinson Lumber Company	7-12
Hendrick, E. L., Lumber Co....	14
Hoffman Bros. Company.....	7-29
Kellogg Lumber Company.....	12
Kerns Lumber Company.....	
Kosse, Shoe & Schleyer Co., The	
Kraetzer-Cured Lumber Co....	15
Lamb-Fish Lumber Co.....	7-14
Lawrence, P. J., Lumber Co....	16
Long-Bell Lumber Company....	7-38

LUMBER COMMISSION.

Buckley, Alfred P.....	46
------------------------	----

VENEERS AND PANELS.

Algoma Panel Company.....	50
Allen-Eaton Panel Co.....	28
Anderson-Tully Co.....	2-7-11
Astoria Veneer Mills & Dock Co.	30
Bird's-Eye Veneer Company....	28
Dean-Spicer Company, The....	30
Hoffman Bros. Company.....	7-29
Kiel Woodenware Co.....	28
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Louisville Veneer Mills.....	
Mengel, C. C., & Bro. Co.....	
Munising Woodenware Co.....	28
Nickey Bros., Inc.....	13-25
Ohio Veneer Company.....	46
Palmer & Parker Co.....	

Penrod Walnut & Veneer Co..	1
Pickrel Walnut Company.....	27
Rayner, J., Company.....	8
St. Louis Basket & Box Co....	28
Stark, James E., & Co.....	10
Stimson Veneer & Lumber Co..	10
Wisconsin Cabinet & Panel Co..	26
Wisconsin Veneer Company....	
Wood-Mosaic Company	7

MAHOGANY, WALNUT, ETC.

David, Edw. L., Lumber Co....	
Hoffman Brothers Company....	7-29
Kosse, Shoe & Schleyer Co., The	
Long-Knight Lumber Co.....	
Mengel, C. C., & Bro. Co.....	
Palmer & Parker Co.....	
Pearson, C. H.....	42
Penrod Walnut & Veneer Co....	1
Pickrel Walnut Company.....	27
Purcell, Frank	15
Rayner, J., Company.....	8

HARDWOOD FLOORING.

Bliss-Cook Oak Company.....	7-16
Cobbs & Mitchell, Inc.....	8
East Jordan Lumber Company.	50
Horner, William.....	6
Long-Bell Lumber Company....	7-38
Mason-Donaldson Lumber Co..	
Mitchell Bros. Company.....	8
Salt Lick Lumber Company....	6
Stearns & Culver Lumber Co...	6
Wilce, T., Company, The.....	8
Young, W. D., & Co.....	8

SAWS, KNIVES, ETC.

Atkins, E. C., & Co.....	5
Hill-Curtis Co.	

VENEER MACHINERY.

Coe Manufacturing Company...	
------------------------------	--

SAWMILL MACHINERY.

Hill-Curtis Co.	
Sinker-Davis Co.	8
Soule Steam Feed Works.....	52

LOGGING MACHINERY.

Godfrey, John F.....	42
Lidgerwood Manufacturing Co.	52

DRY KILNS AND BLOWERS.

Grand Rapids Veneer Works....	8
Philadelphia Textile Machinery Company	6

TIMBERLANDS.

Lacey, James D., Timber Co...	
-------------------------------	--

MISCELLANEOUS.

Brookmire Economic Service...	36
Buck, Frank R., Co.....	
Catlin, R. H., Company.....	46
Certus Cold Glue Co.....	24
Childs, S. D., & Co.....	50
Kane Manufacturing Company.	30
Lumbermen's Credit Assn.....	50
Pearson, C. H.....	42
Perkins Glue Company.....	26
Valley Log Loading Co.....	12

VENEER—FACE

ASH

$\frac{1}{8}$ - $\frac{1}{4}$ up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

CHERRY

$\frac{1}{20}$ - $\frac{1}{4}$. HOFFMAN BROS. CO., Ft. Wayne, Ind.

GUM—RED

QTD. FIG'D, any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

FIG., all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

MAHOGANY

ANY thickness. THE DEAN-SPICKER CO., Chicago, Ill.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

MAPLE

QTD., $\frac{1}{8}$ - $\frac{1}{4}$; PL., $\frac{1}{8}$ - $\frac{1}{2}$ up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

MISCELLANEOUS

ALL Southern hardwoods, rotary cut, any thickness, any size. PENROD, JURDEN & McCOWEN, Memphis, Tenn.

OAK—PLAIN

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

SWD., white, all thicknesses. NICKEY BROTHERS, INC., Memphis, Tenn.

OAK—QUARTERED

WHITE, any thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

WHITE, $\frac{1}{20}$ ". HOFFMAN BROS. CO., Ft. Wayne, Ind.

POPLAR

$\frac{1}{8}$ - $\frac{1}{4}$ up to 22' long. HOFFMAN BROS. CO., Ft. Wayne, Ind.

WALNUT

ANY thickness, sawed or sliced. THE DEAN-SPICKER CO., Chicago, Ill.

ANYTHING in walnut veneers, sel. for stripe & fig., rotary & sliced. KOSSE, SHOE & SCHLEYER, Cincinnati, Ohio.

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANYTHING in walnut, veneers, pl. & fig., rty. and sliced. PICKREL WALNUT CO., St. Louis, Mo.

CROSSBANDING AND BACKING

GUM

ANY thickness, LOUISVILLE VENEER MILLS, Louisville, Ky.

POPLAR

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PANELS AND TOPS

BIRCH

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

GUM

QTD. FIG., any thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

QTD. RED, any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

MAHOGANY

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

ANY thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

OAK

ANY thickness. LOUISVILLE VENEER MILLS, Louisville, Ky.

PLAIN & QTD., any thickness or width. WISCONSIN CABINET & PANEL CO., New London, Wis.

WALNUT

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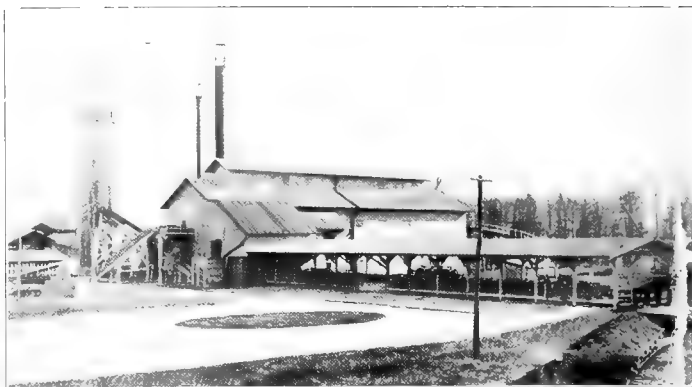
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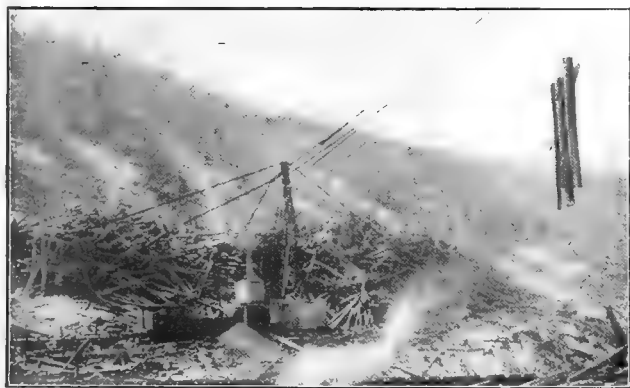
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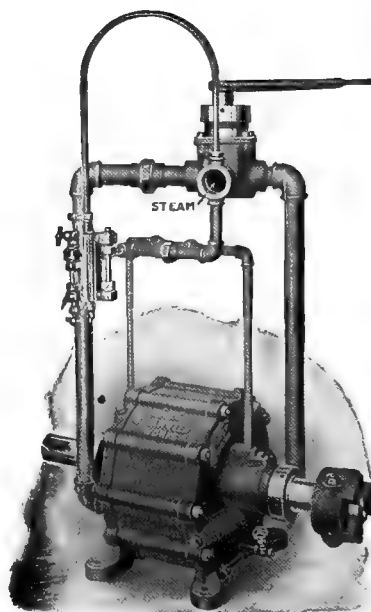
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